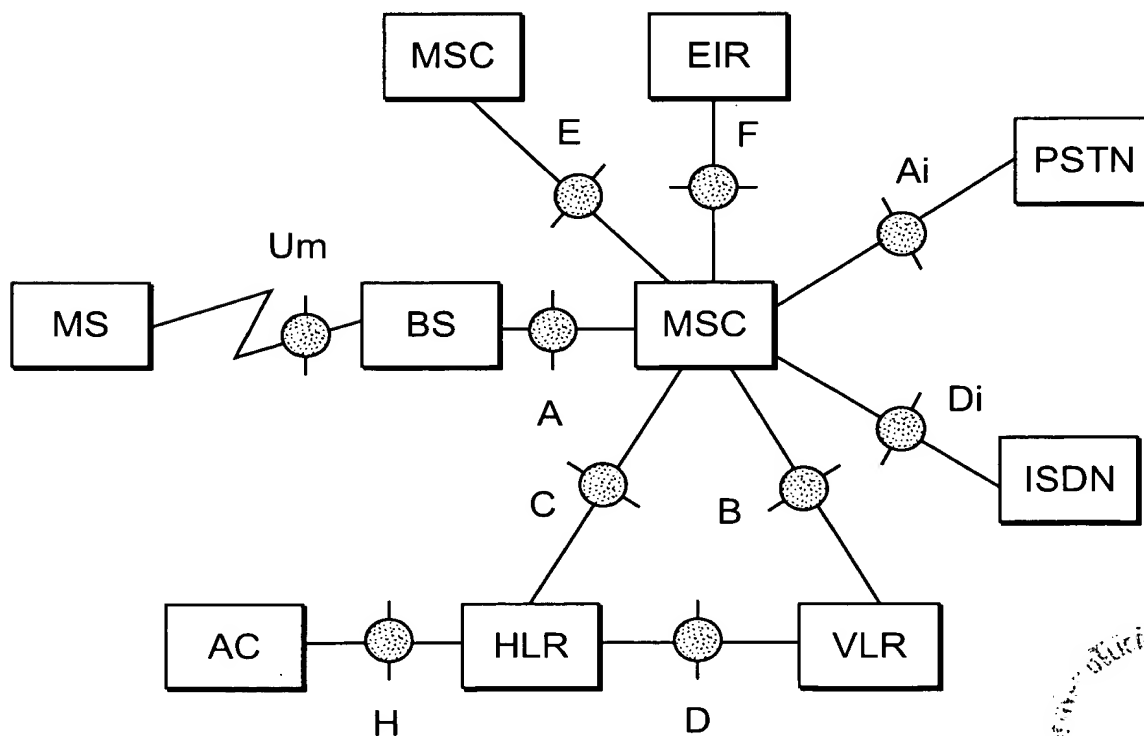
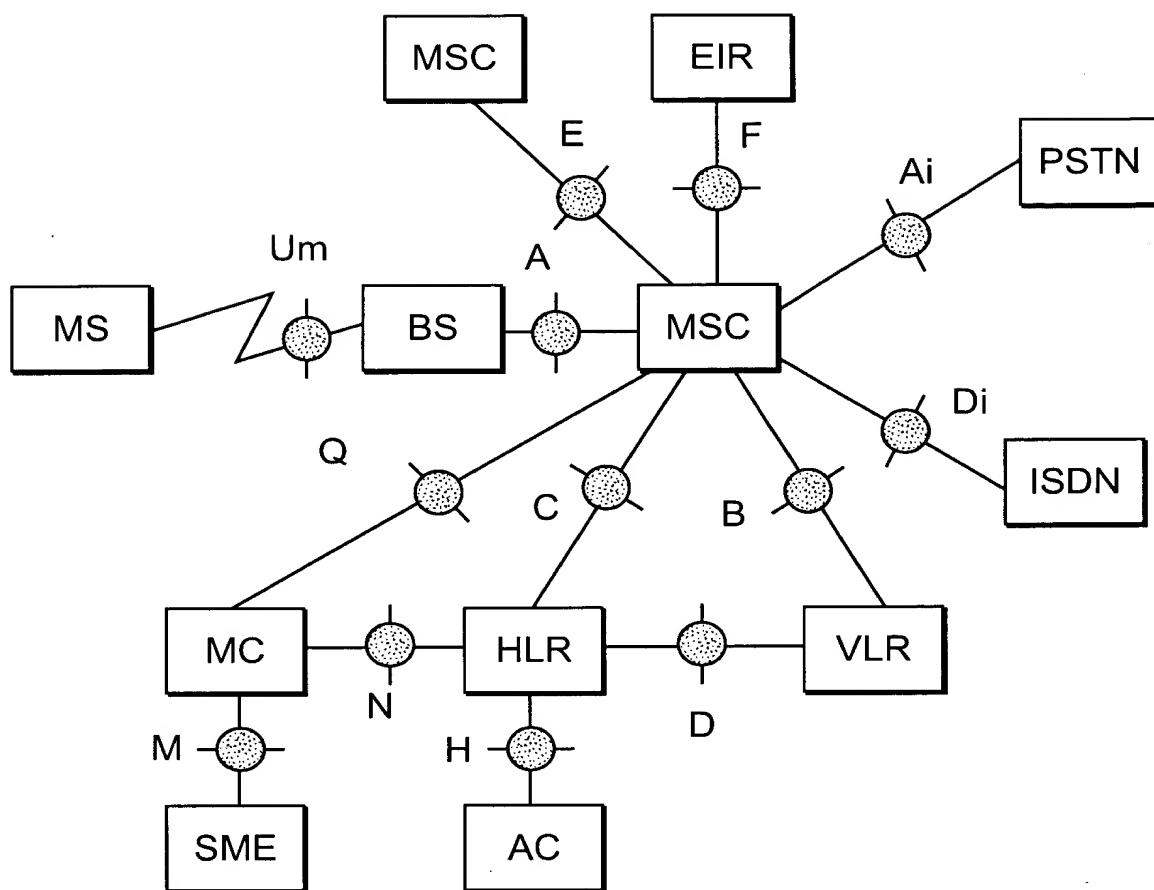


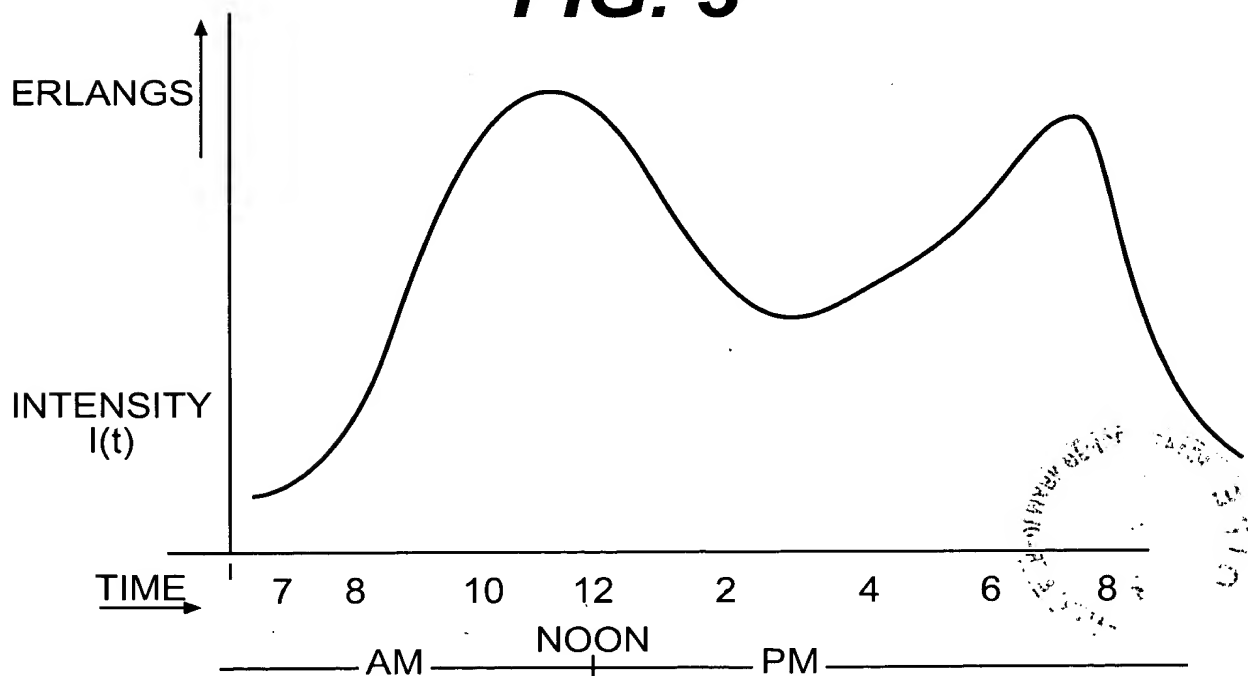
**FIG. 1**



**FIG. 2**



**FIG. 3**



**FIG. 4**

09372065-051501

BNA USAGE (9/00)

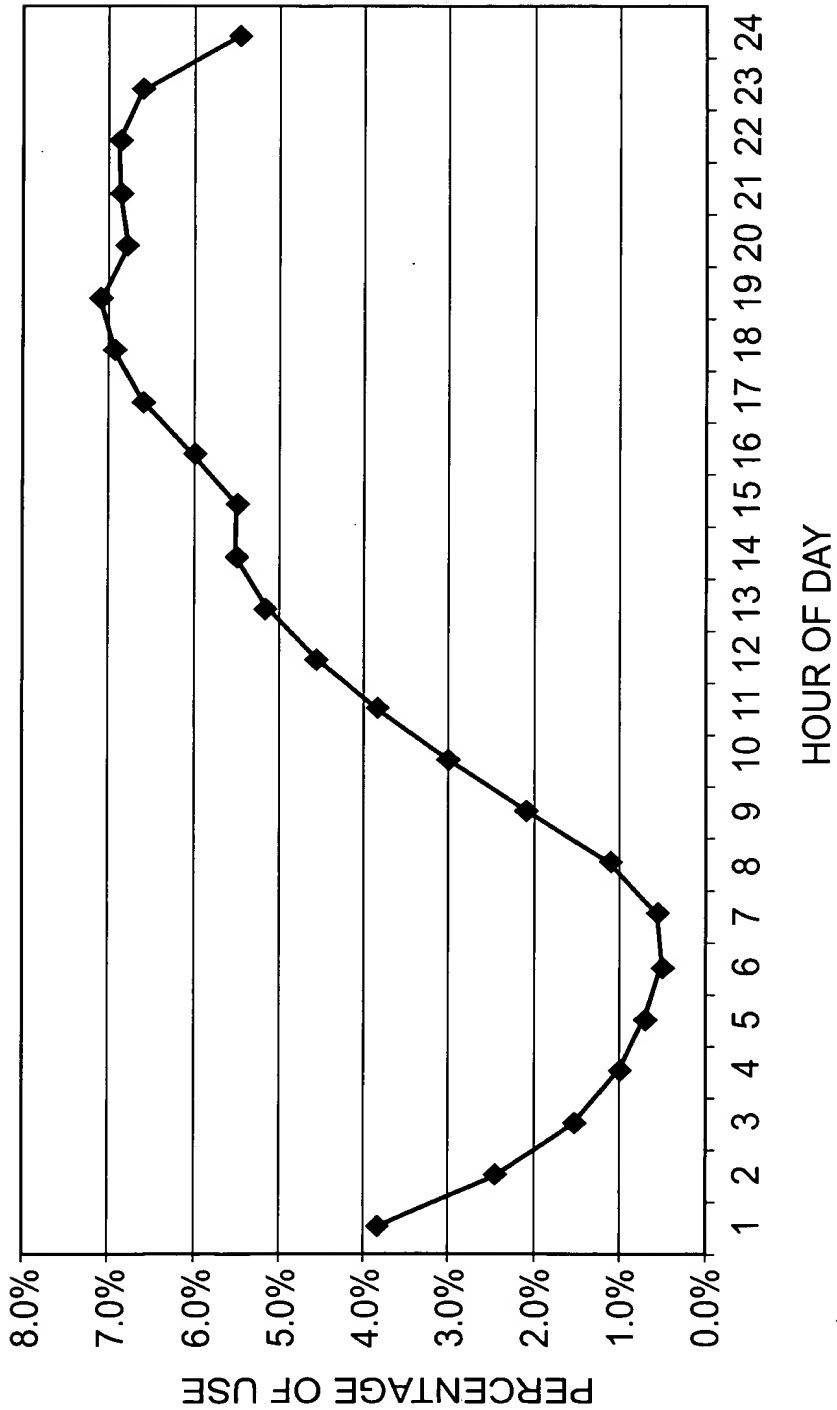


FIG. 5



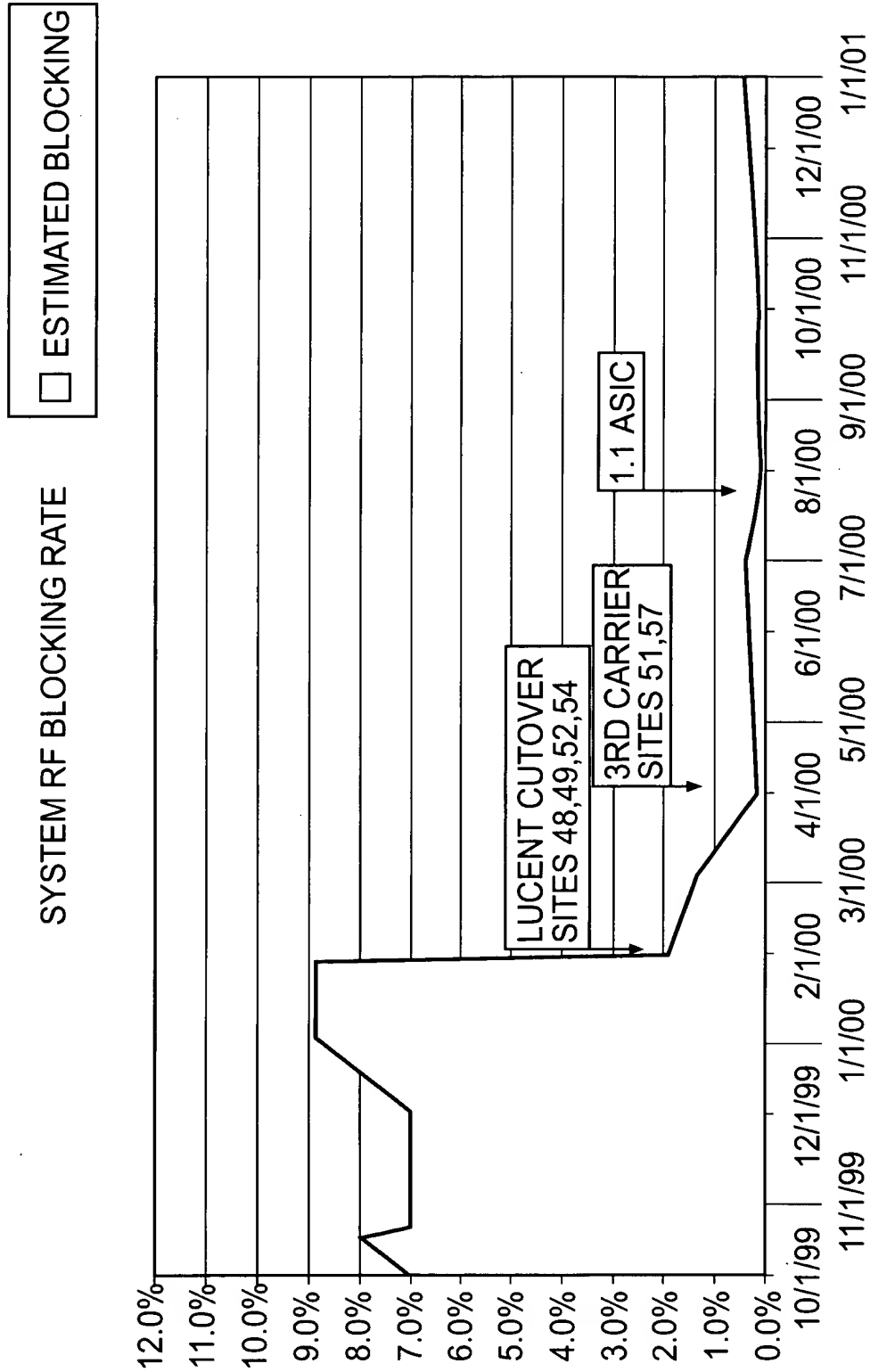
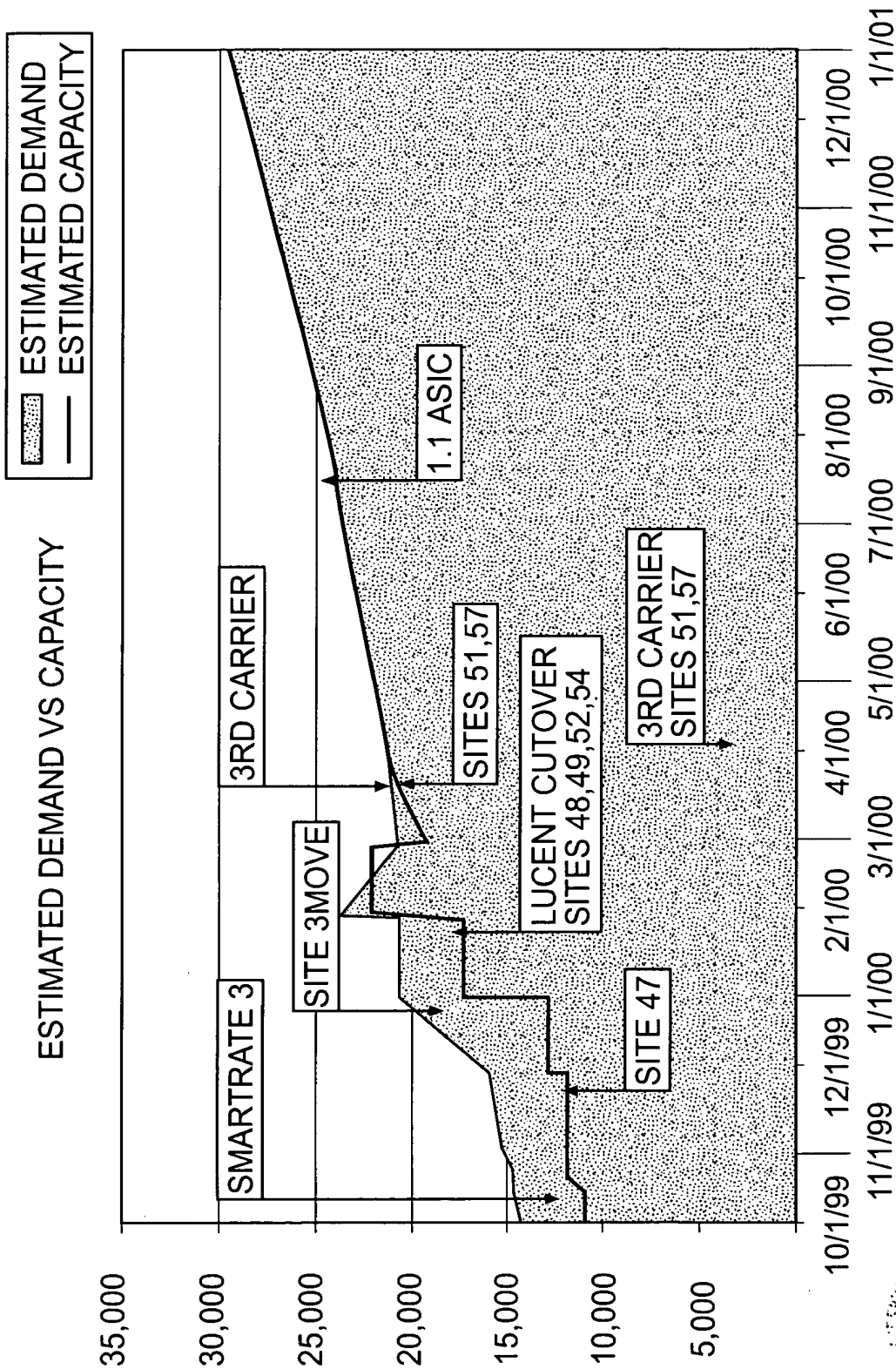
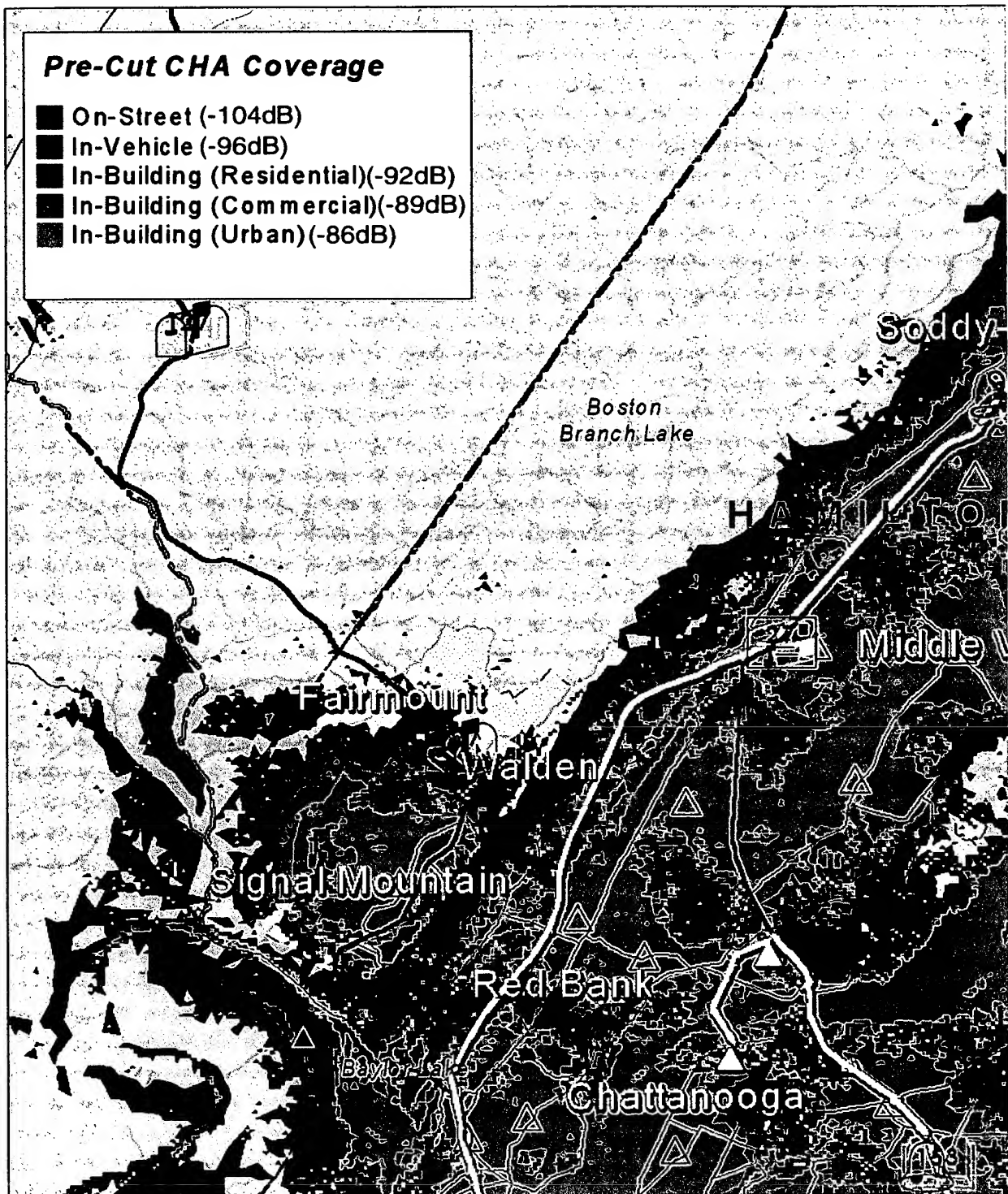


FIG. 6



**FIG. 7**

09772065-051504

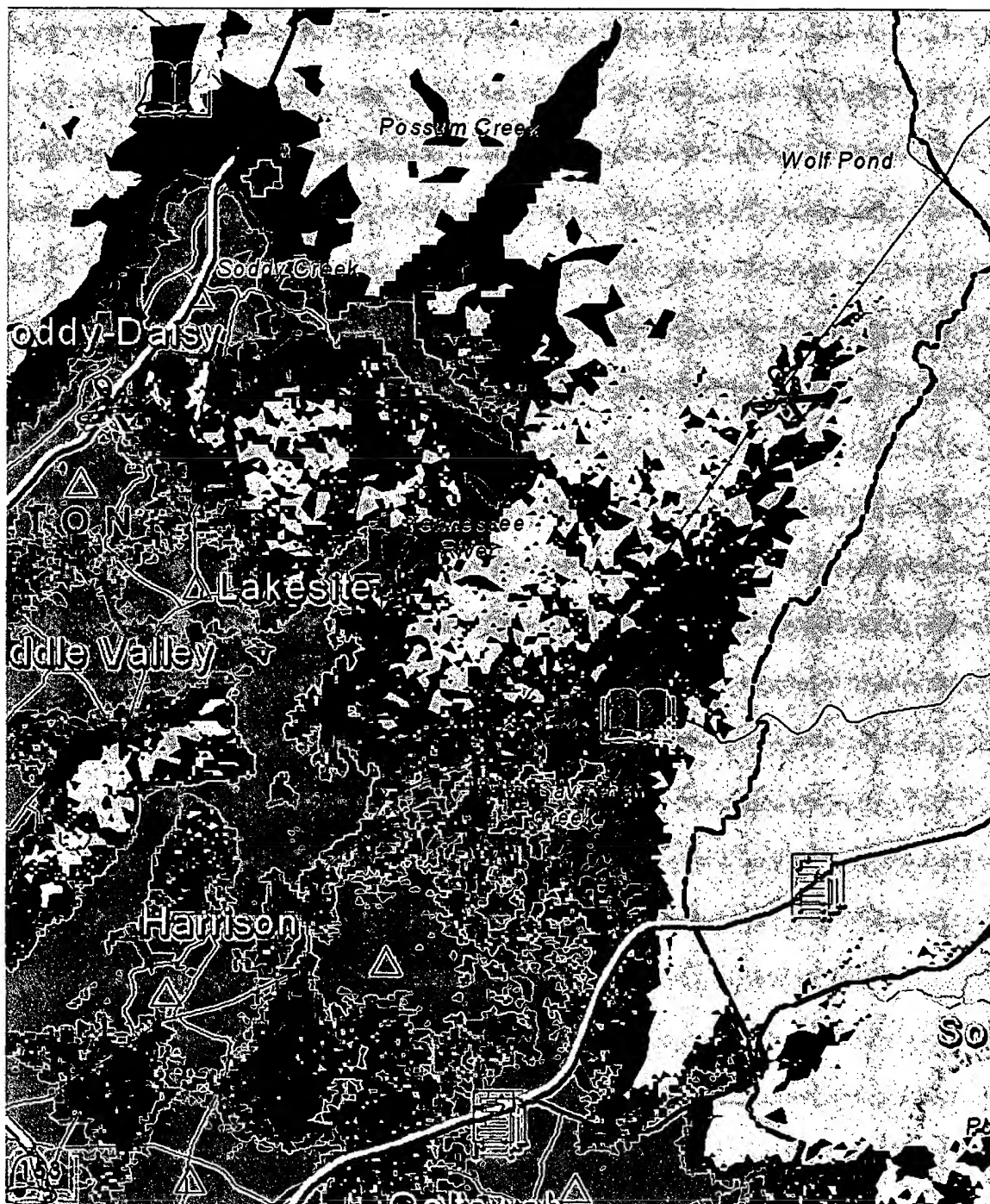


**FIG. 8a**

09772065-051501

**Pre-Cut CHA Coverage**

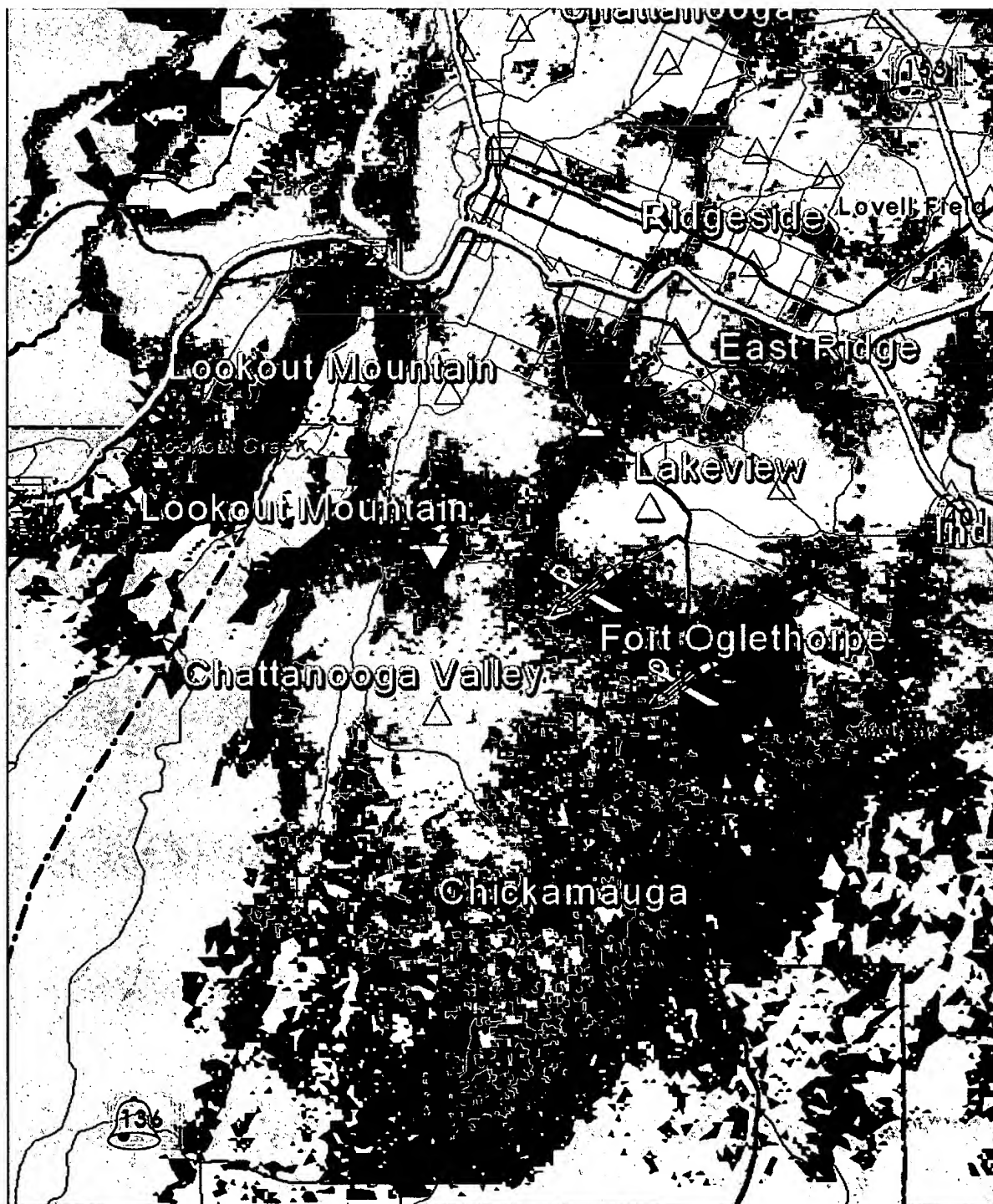
- On-Street (-104dB)
- In-Vehicle (-96dB)
- In-Building (Residential)(-92dB)
- In-Building (Commercial)(-89dB)
- In-Building (Urban)(-86dB)



**FIG. 8b**

**Pre-Cut CHA Coverage**

- On-Street (-104dB)
- In-Vehicle (-96dB)
- In-Building (Residential)(-92dB)
- In-Building (Commercial)(-89dB)
- In-Building (Urban)(-86dB)



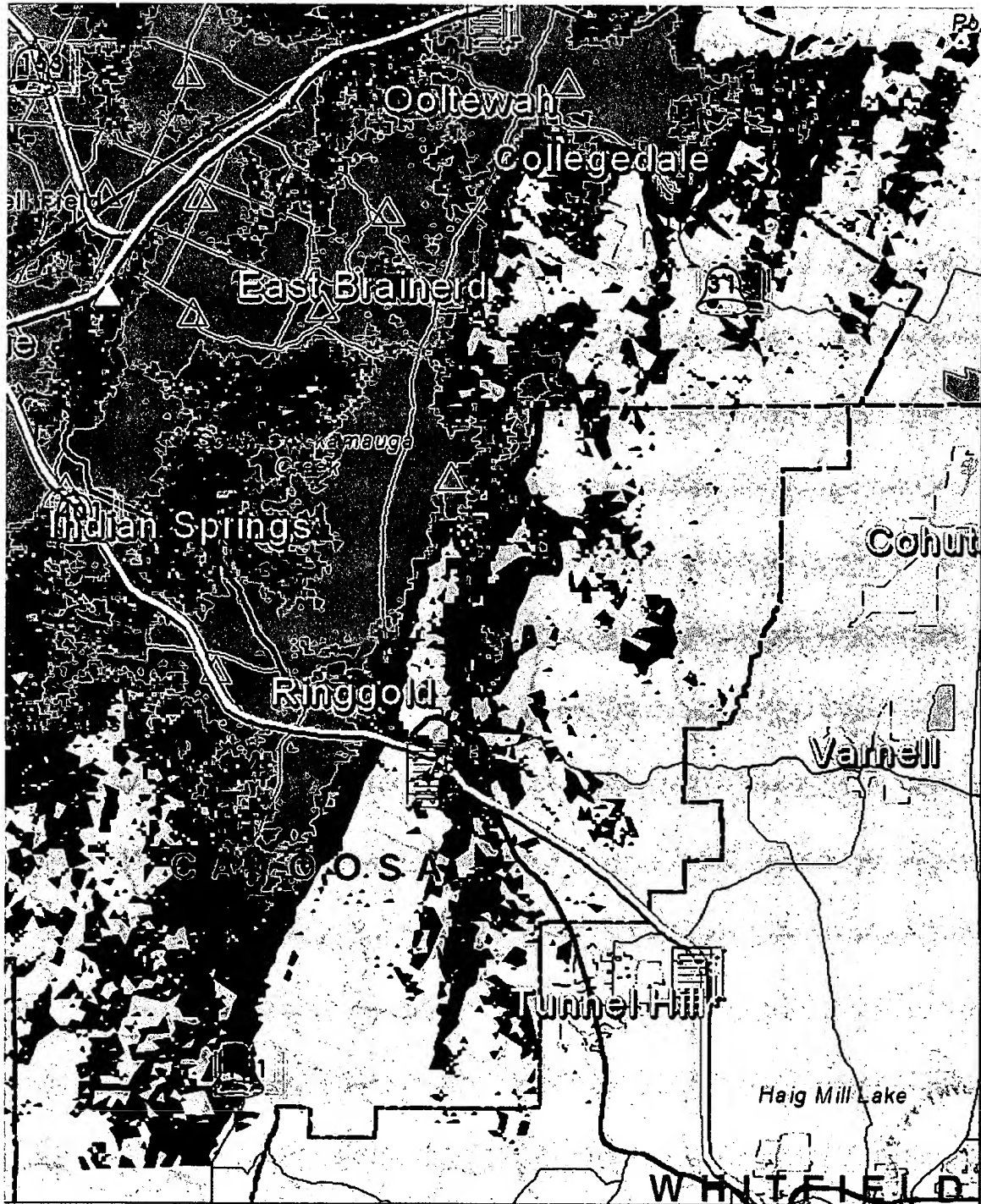
**FIG. 8c**



09772065.051501

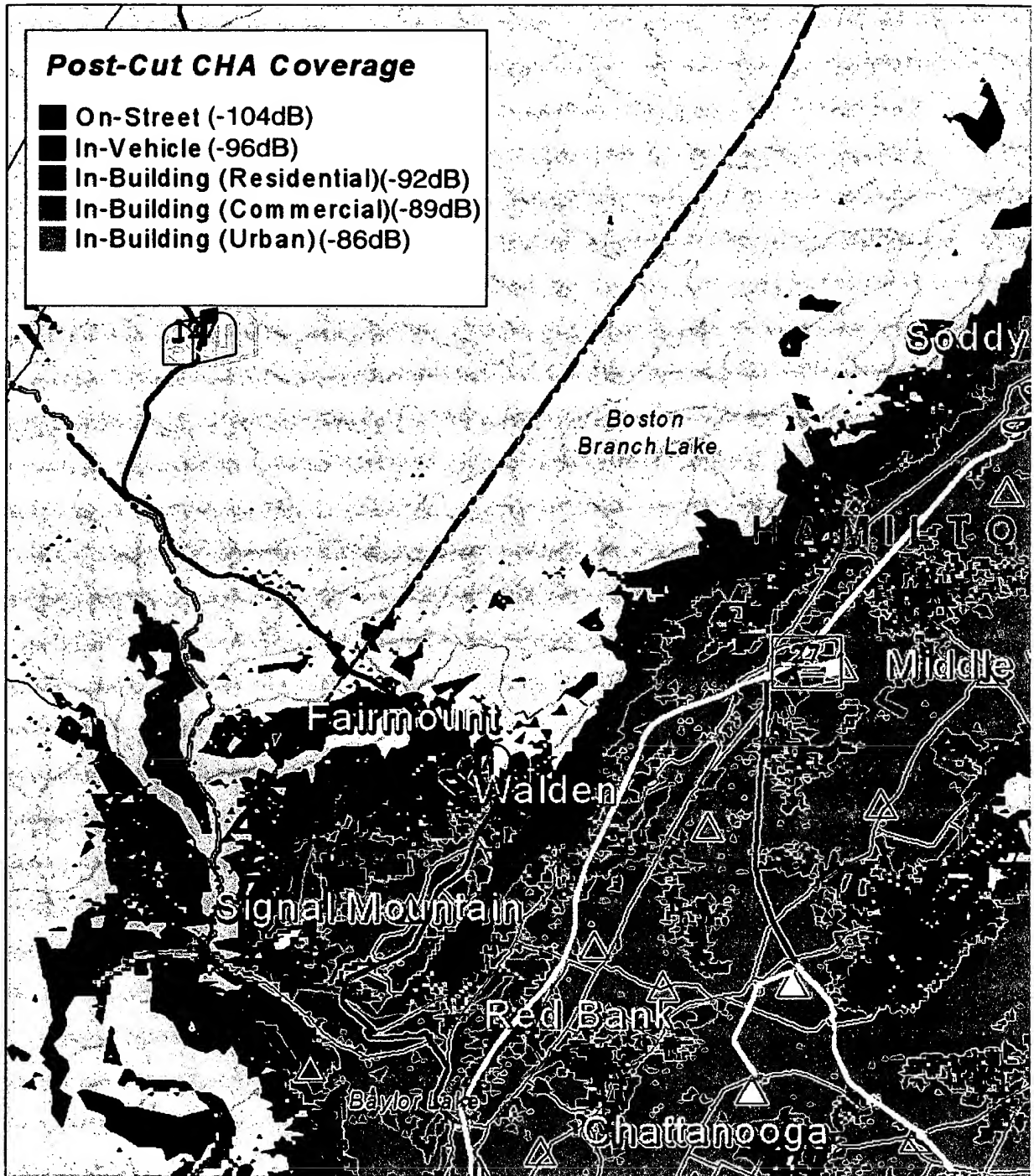
**Pre-Cut CHA Coverage**

- On-Street (-104dB)
- In-Vehicle (-96dB)
- In-Building (Residential)(-92dB)
- In-Building (Commercial)(-89dB)
- In-Building (Urban)(-86dB)



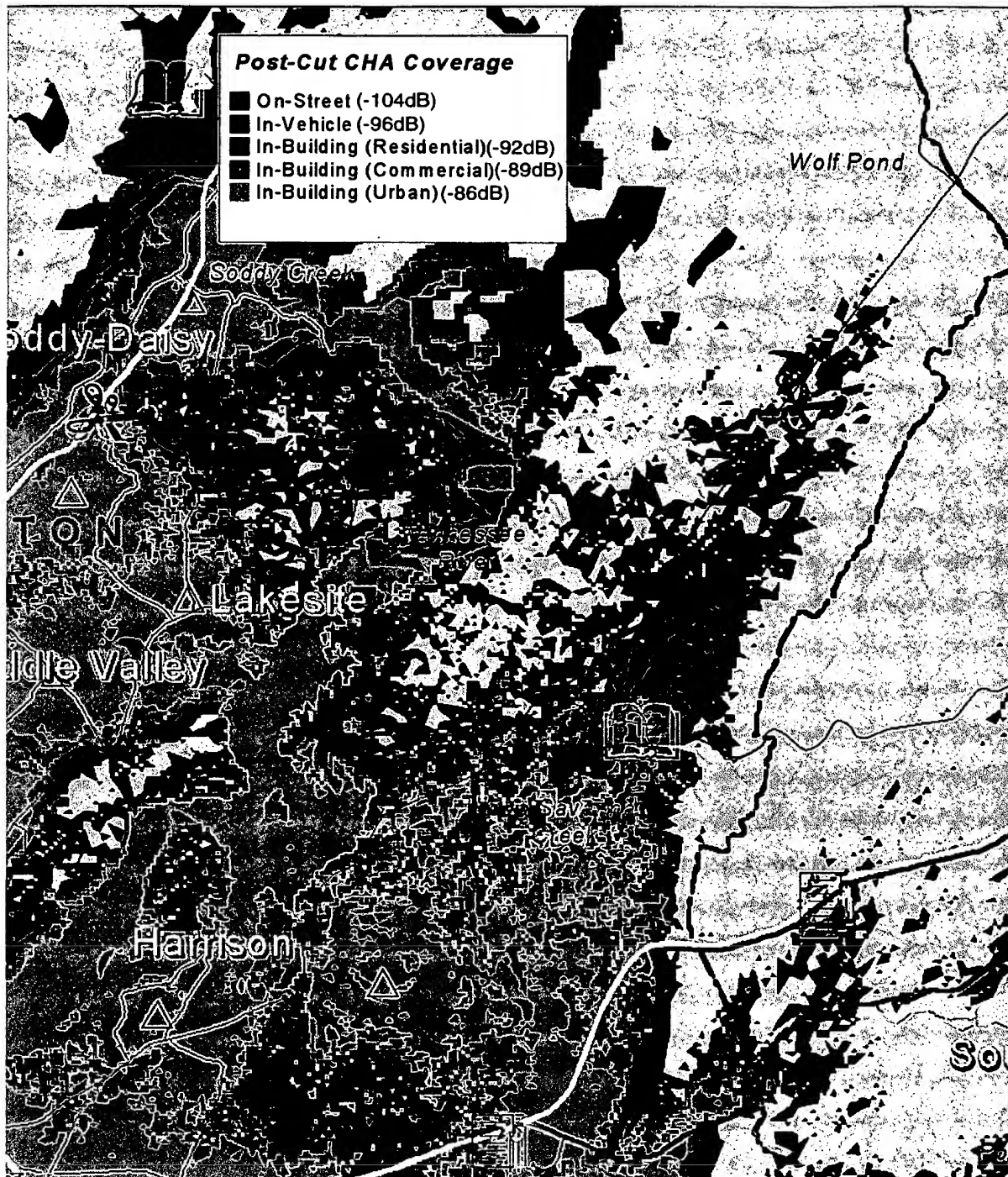
**FIG. 8d**

09772065 .051501



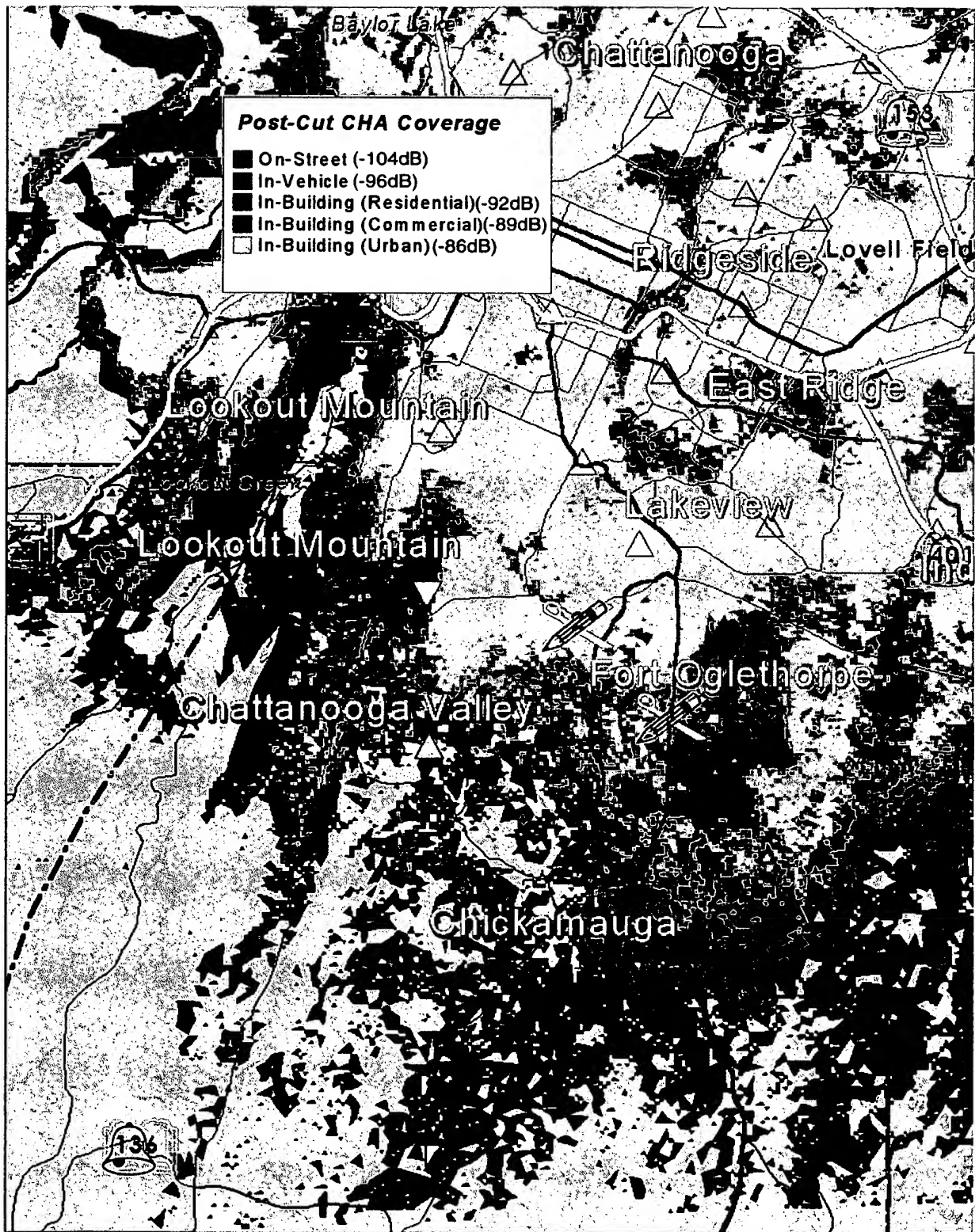
**FIG. 9a**

09772065.051501



**FIG. 9b**

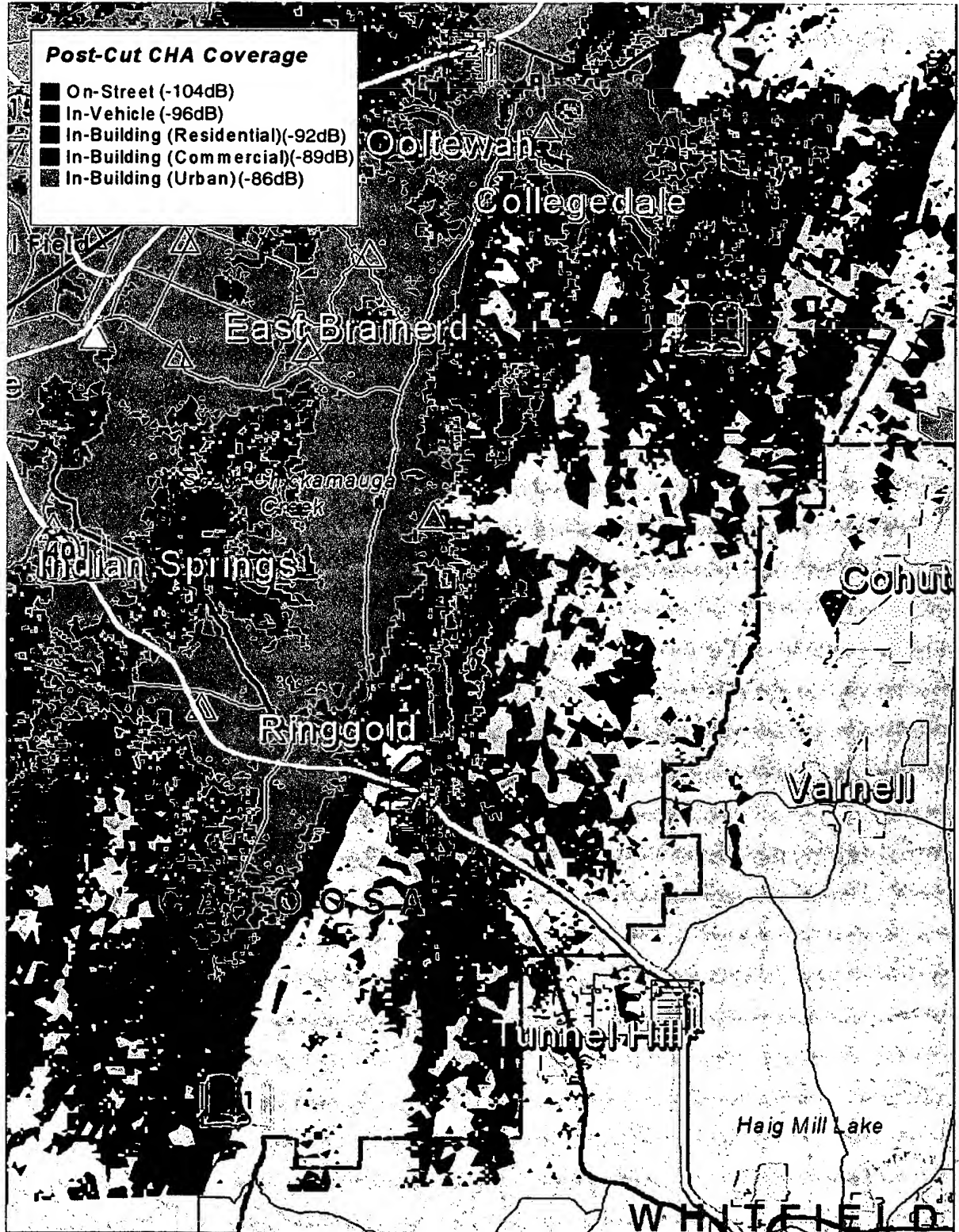
09772065 .051501



**FIG. 9c**



09772065 . 051501



**FIG. 9d**

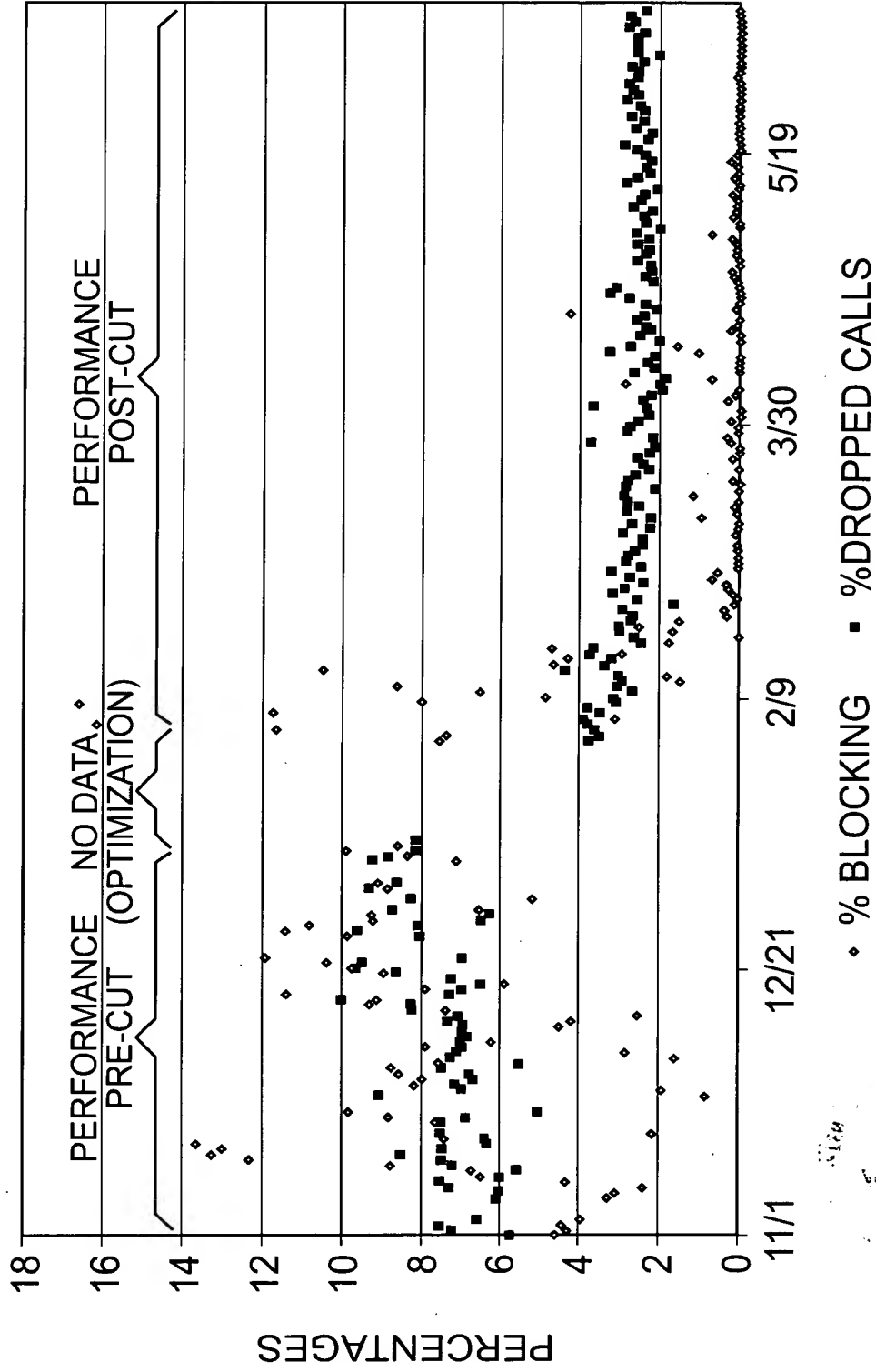
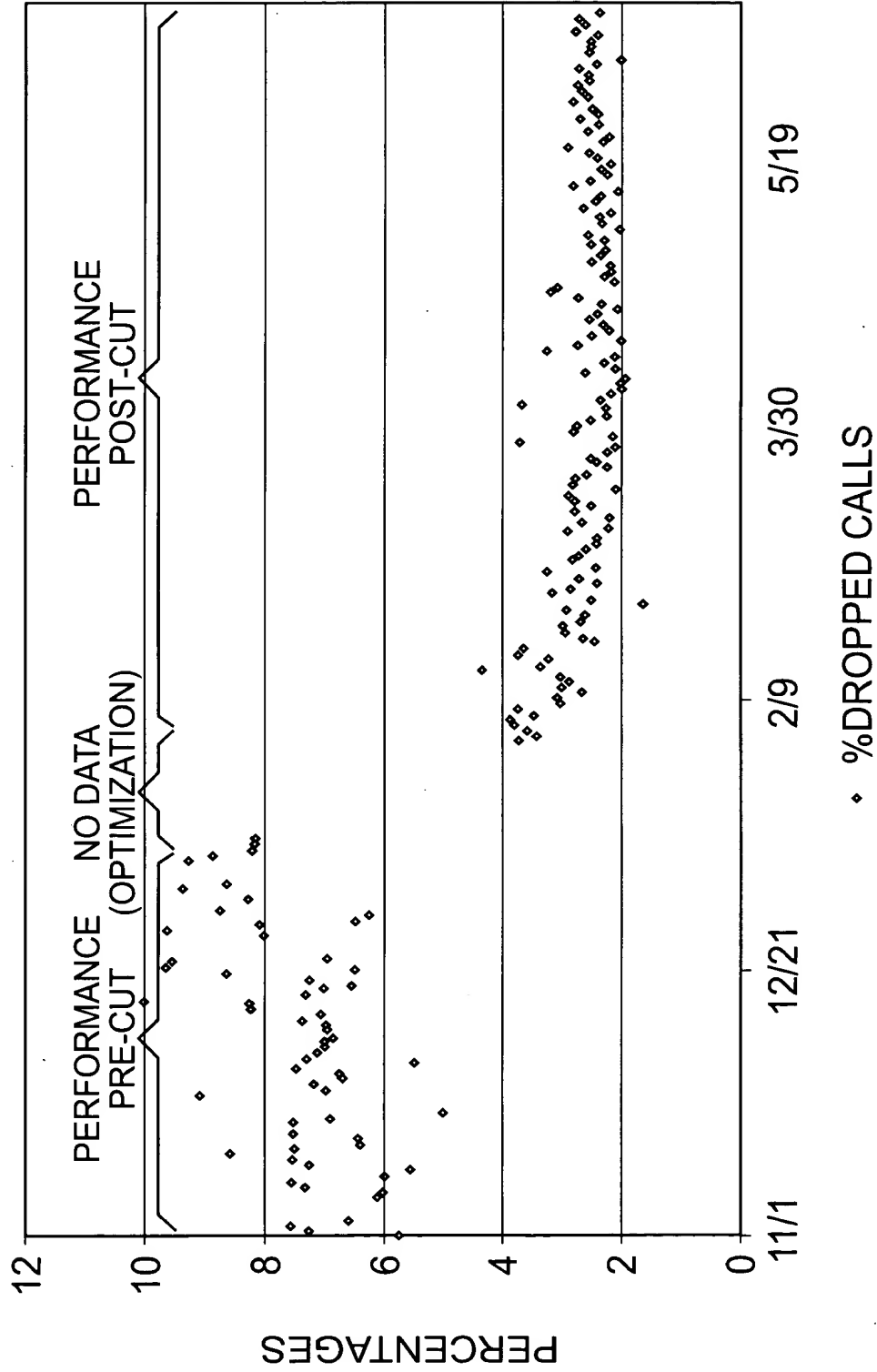
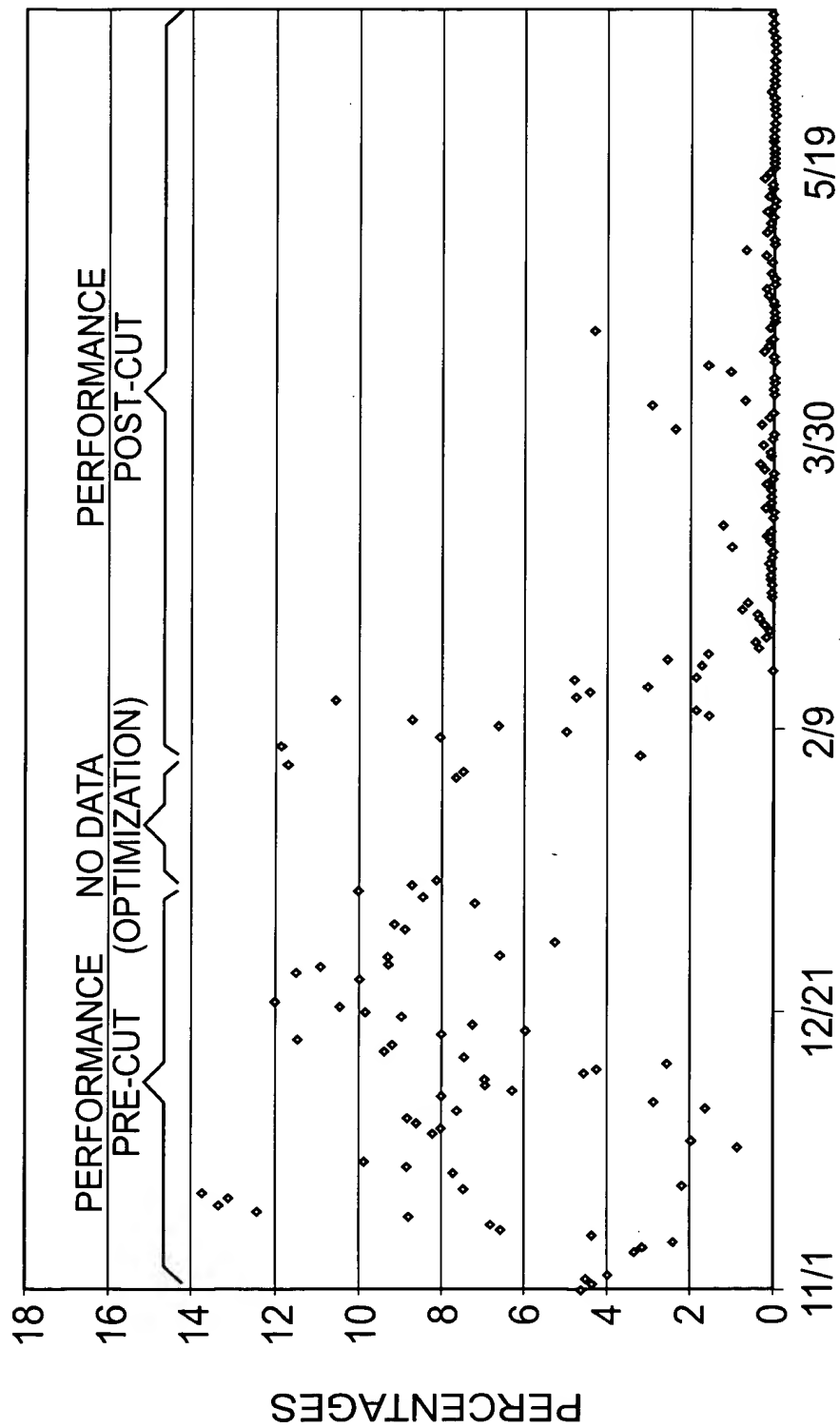


FIG. 10a



**FIG. 10b**



♦ %BLOCKING

**FIG. 10c**



TOST50-5902460

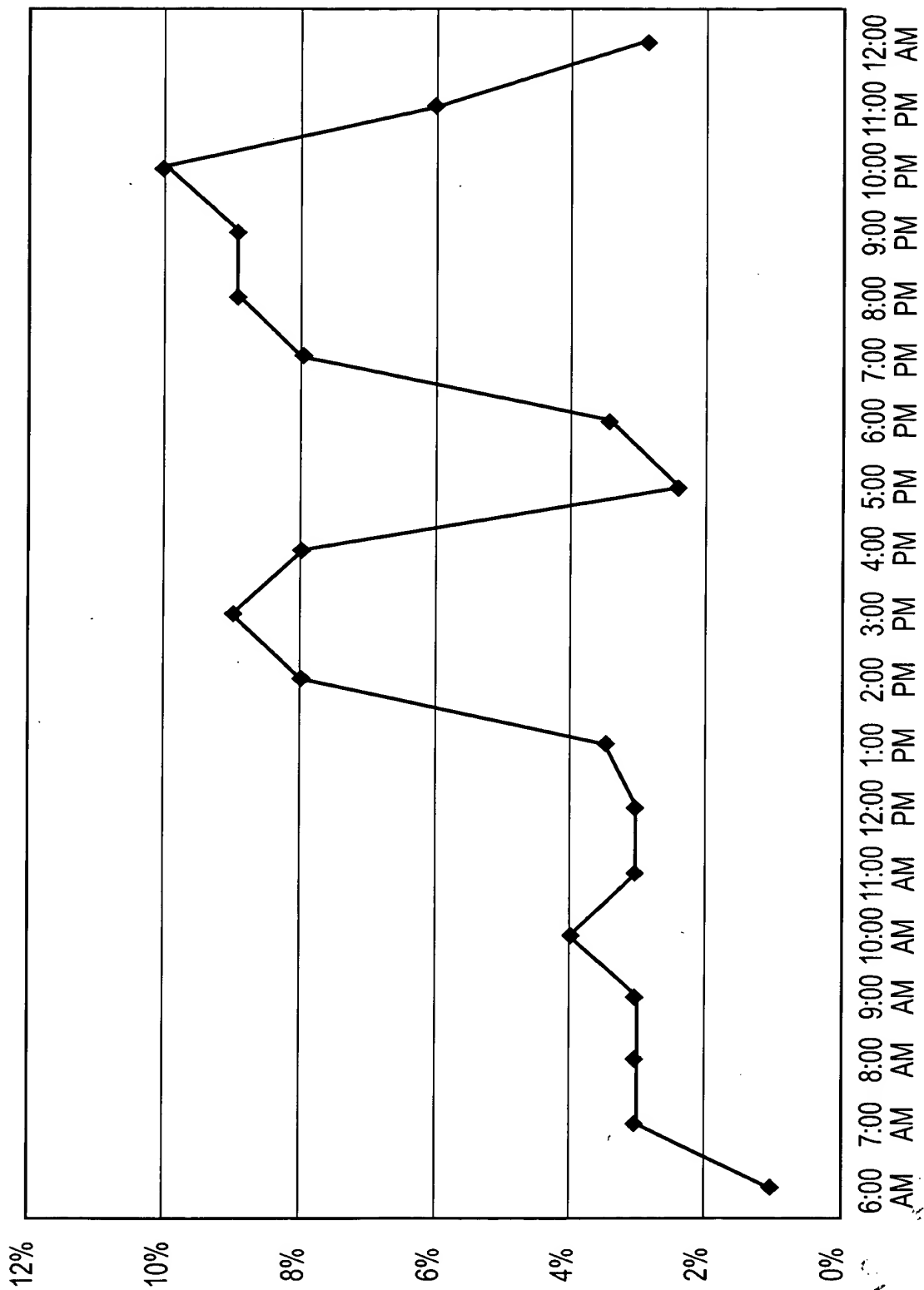


FIG. 11

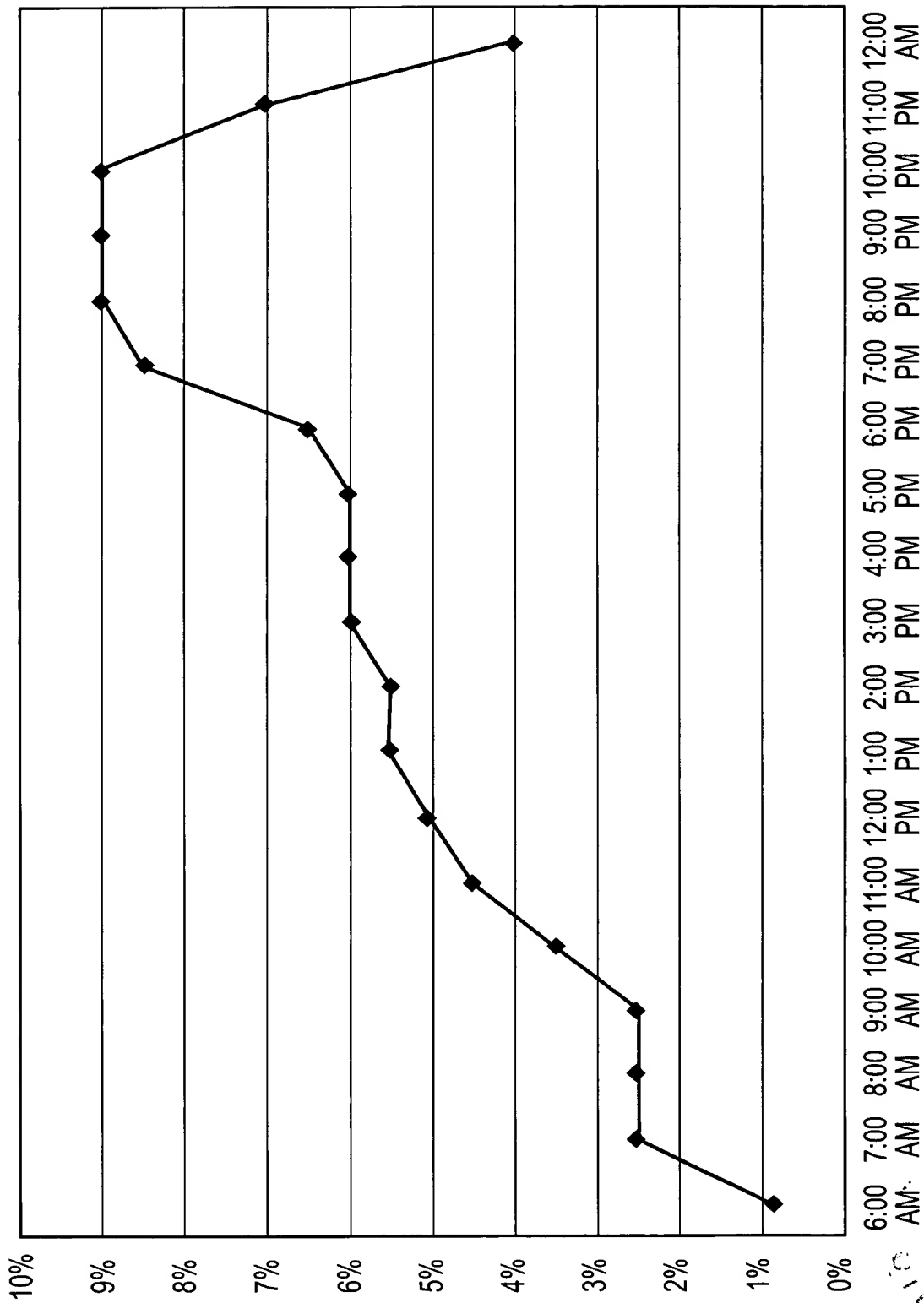
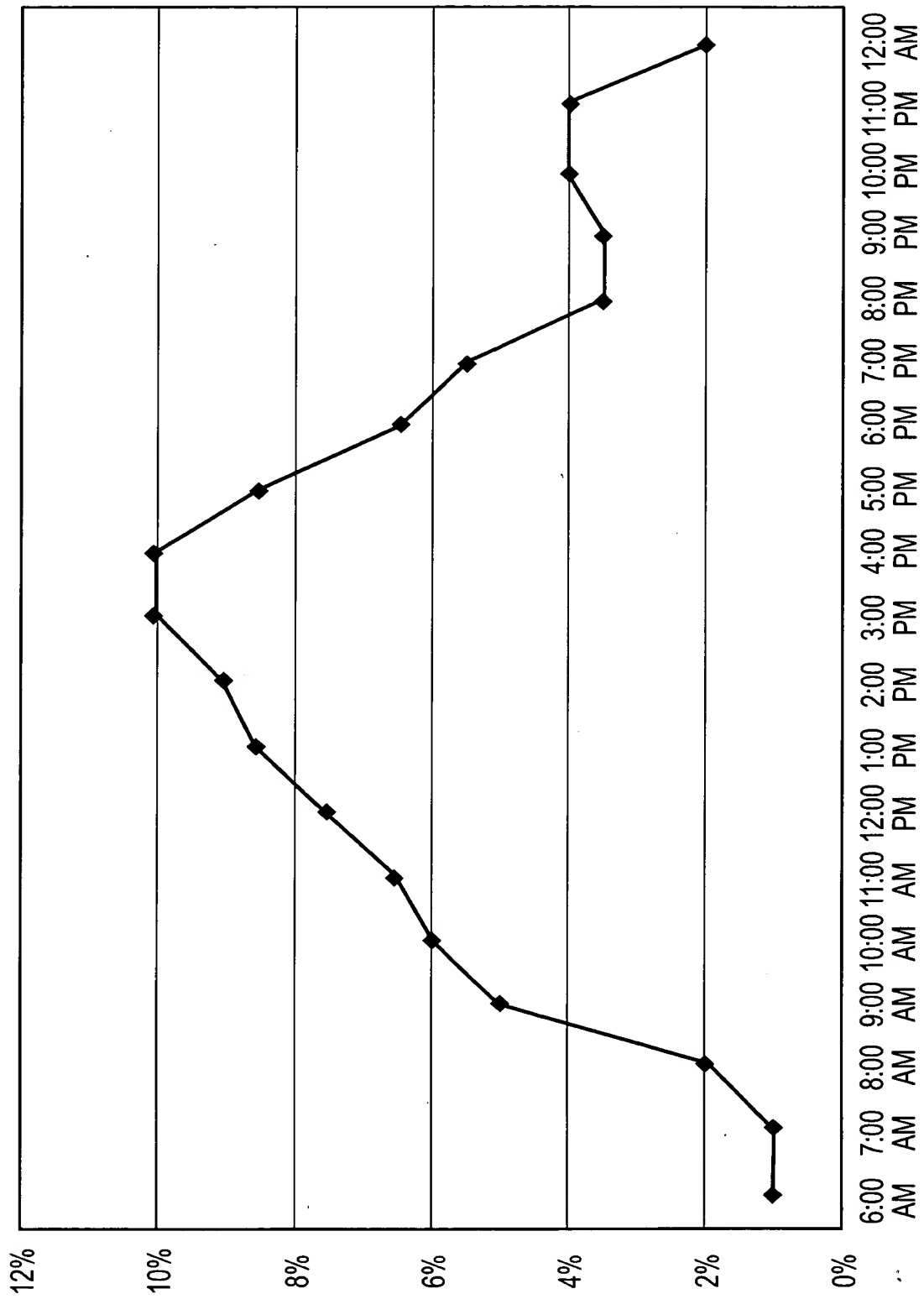


FIG. 12

TOST50" 5902/260



**FIG. 13**

TOSTSD" 59022260

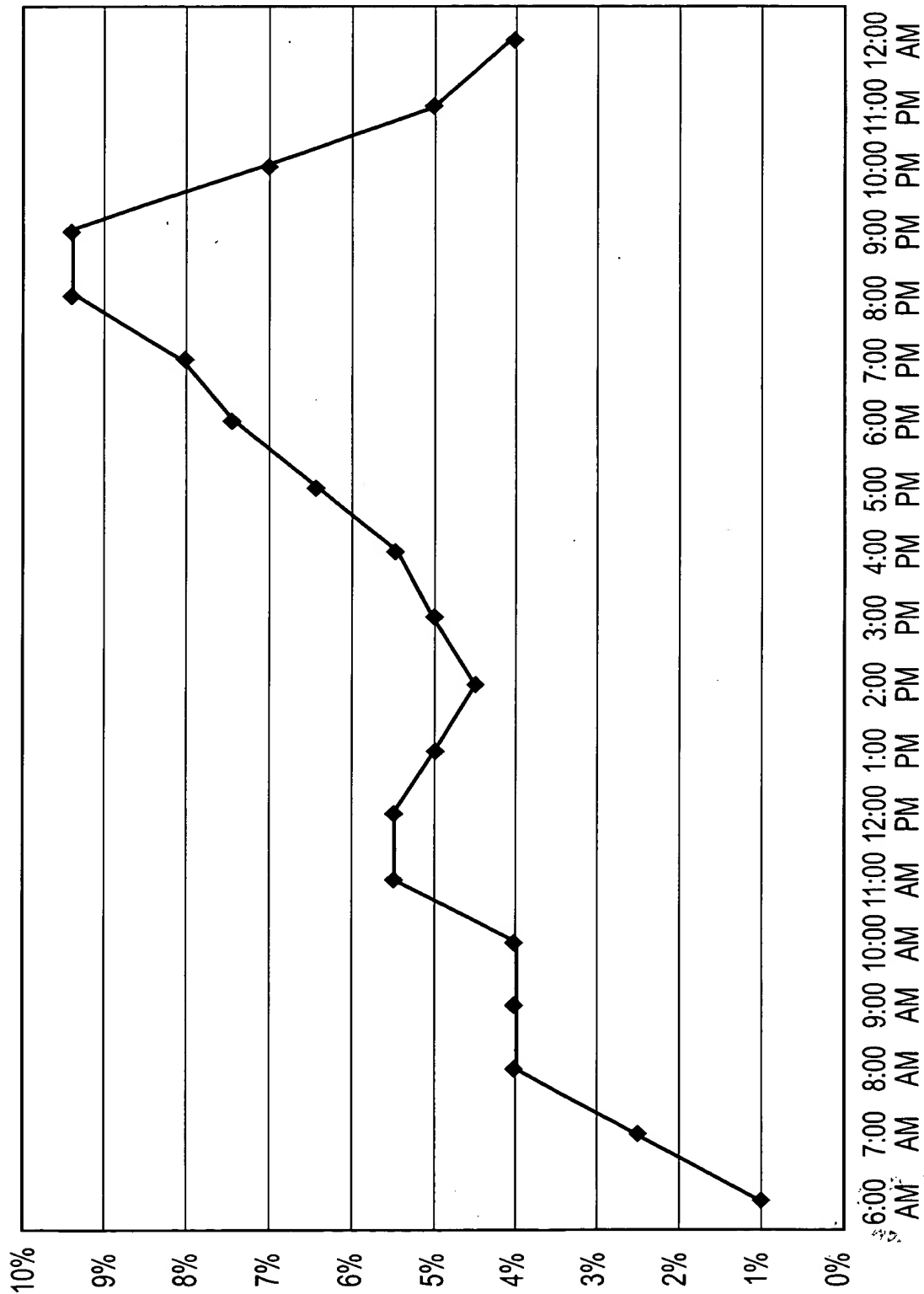


FIG. 14

TOST50° S902460

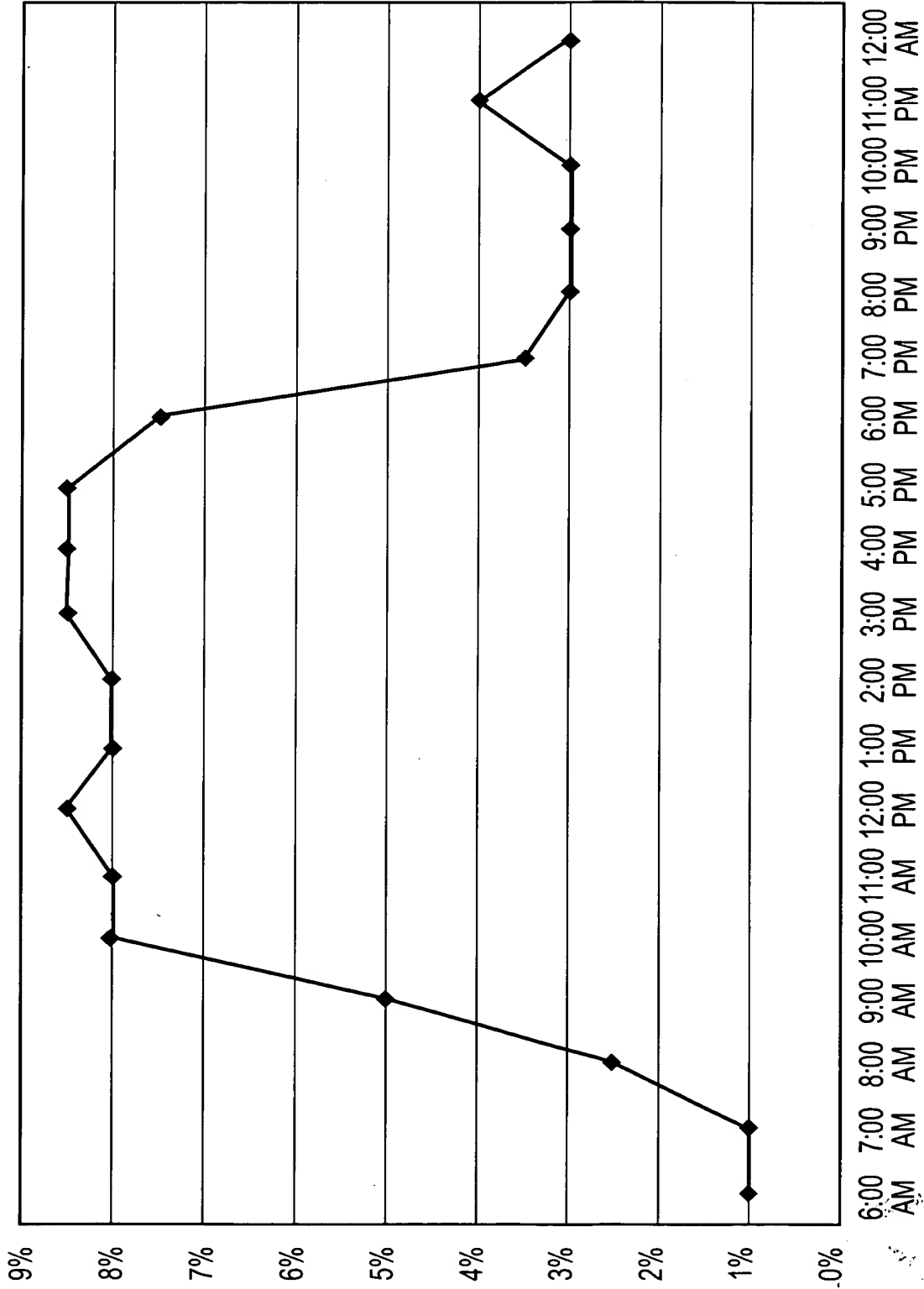


FIG. 15

FOST50" S902/260

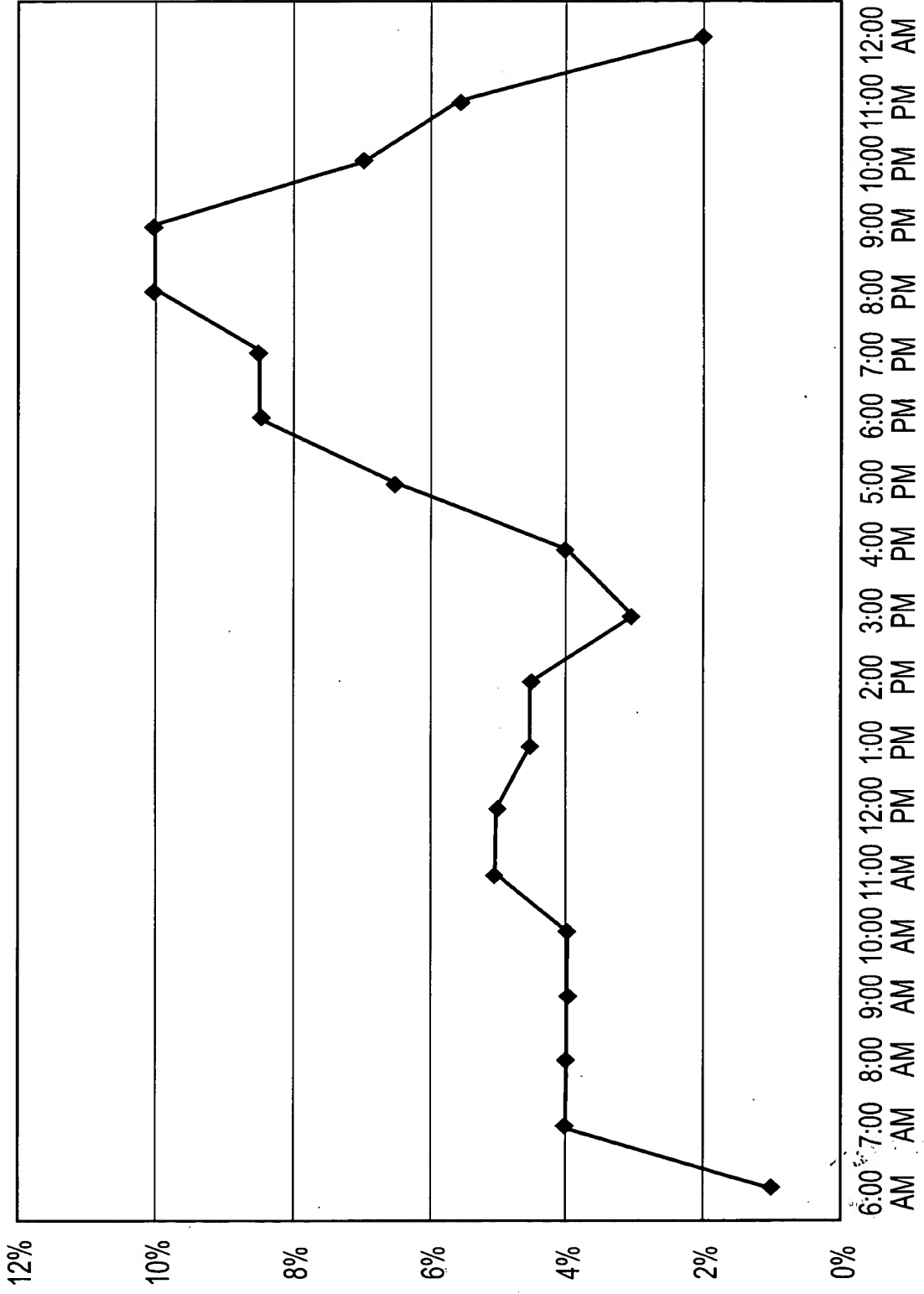


FIG. 16

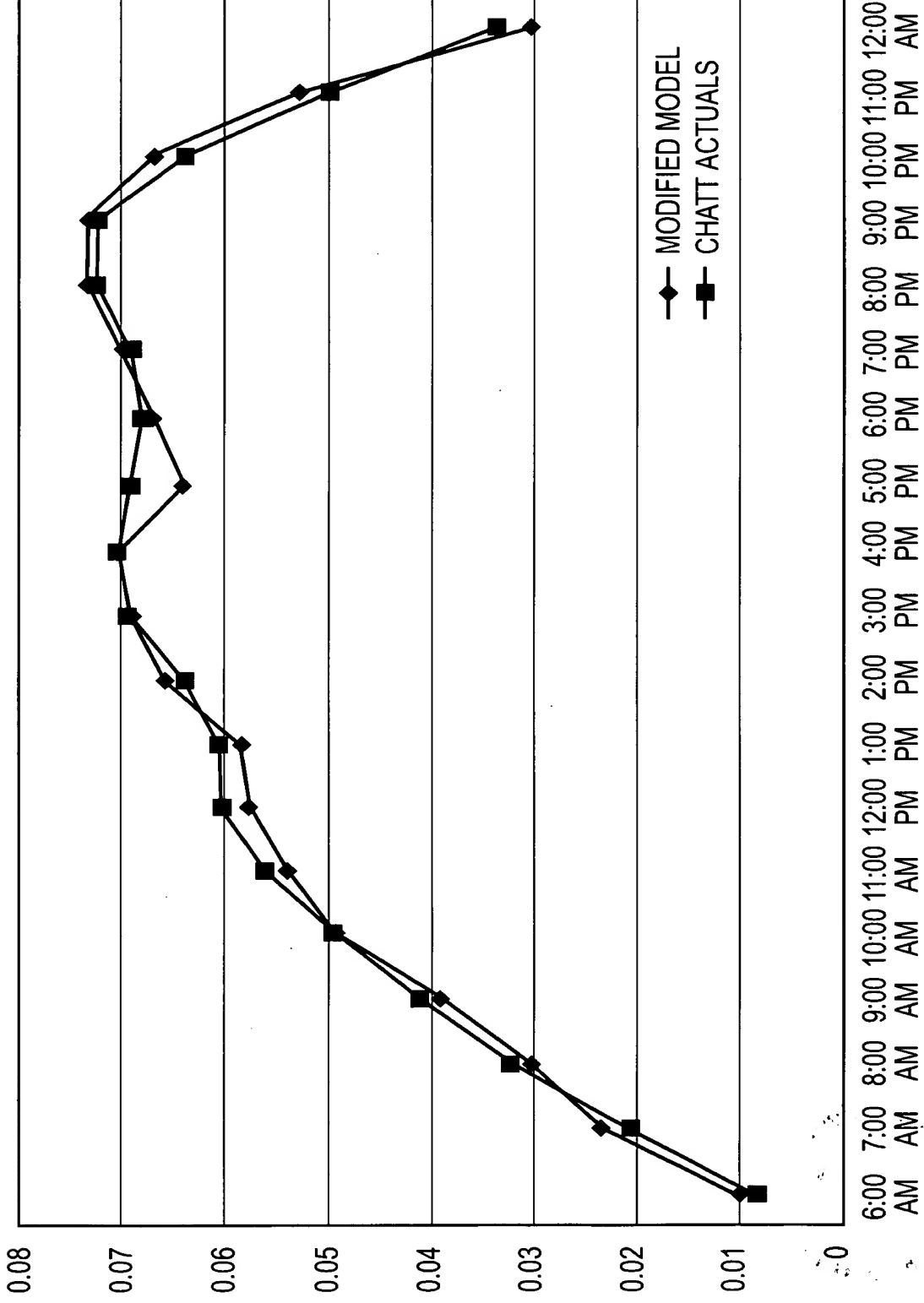


FIG. 17

PROOF OF CONCEPT  
CHATTANOOGA

CRICKET WAS EBITDA BREAK-EVEN IN CHATTANOOGA AT 12 MONTHS

7.7% PENETRATION	12 MONTHS 24,000 CUSTOMERS AS OF 2/29/00	5 YEARS
COSTS IN <u>FIRST</u> YEAR		
COST PER GROSS ADD	<\$230	\$550
SUPPORT COSTS/AVERAGE SUB	\$5.60	\$11.45
OPERATIONS COST/MOU	\$0.013	\$0.039

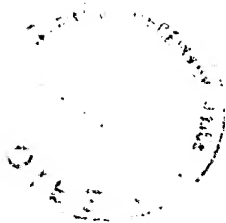


FIG. 18



## CAPITAL UTILIZATION

YEAR FROM SYSTEM LAUNCH						
	1	2	3	4	5	10
(IN THOUSANDS OF DOLLARS)						
CUMULATIVE ANTICIPATED CAPITAL EXPENDITURE PER SUBSCRIBER (AVERAGE)						
POWERTEL (GSM)	9,516	4,613	2,528	1,689	1,280	692
SPRINT (CDMA)	19,367	4,349	1,860	954	729	586
PRESENT INVENTION	2,354	2,628	1,949	1,183	877	550
CAPITAL EXPENDITURE PER ERLANG (AVERAGE)						
POWERTEL (GSM)	278	163	98	70	56	33
SPRINT (CDMA)	968	217	93	47	36	29
PRESENT INVENTION	47	52	38	23	17	11

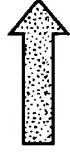
FIG. 19

## RE-ENGINEERING THE COST STRUCTURE

### ■ NETWORK BUILD-OUT

- HIGH CAPACITY CDMA
  - LATEST GENERATION EQUIPMENT
- EFFICIENT SITE LOADING
  - NO UNDERUTILIZED ROAMING SITES
- DESIGNED FOR RESIDENTIAL CALLING PATTERNS
  - LOWER % PEAK USAGE
- CAPITAL REQUIREMENT PER CUSTOMER 1/3 OF TYPICAL PCS AVERAGE IN FIRST YEAR BECAUSE OF RAPID CUSTOMER ACQUISITION

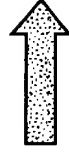
LOWER CAPITAL  
COSTS



### ■ NETWORK OPERATIONS

- LOWER BACKHAUL COSTS DUE TO CONCENTRATED FOOTPRINT
- FAVORABLE INCOMING/OUTGOING MIX - LOWER INTERCONNECT COST
- ELIMINATION OF ROAMING CLEARINGHOUSE AND ANTI-FRAUD COSTS

LOWER NETWORK  
OPERATING COSTS

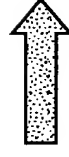


**FIG. 20a**

## RE-ENGINEERING THE COST STRUCTURE (CONT'D)

### ■ CUSTOMER ACQUISITION

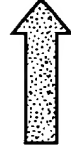
- ATTRACTIVE VALUE PROPOSITION SELLS EASILY
- RAPID, SIMPLE SALES CYCLE
- DIRECT DISTRIBUTION - HIGH VOLUME
- INDIRECT DISTRIBUTION - NO RESIDUALS OR COMMISSIONS
- NO CREDIT CHECKS



LOWER CPGA

### ■ CUSTOMER SERVICE

- HIGH CAPACITY, HIGH QUALITY NETWORKS
- SIMPLE MONTHLY BILLING
- LOW CUSTOMER CARE COSTS - FEWER BILLING DISPUTES
- NO BAD DEBT, NO FRAUD
- CLEAR STATEMENT OF COVERAGE AREA



LOWER BACK  
OFFICE COSTS

**FIG. 20b**

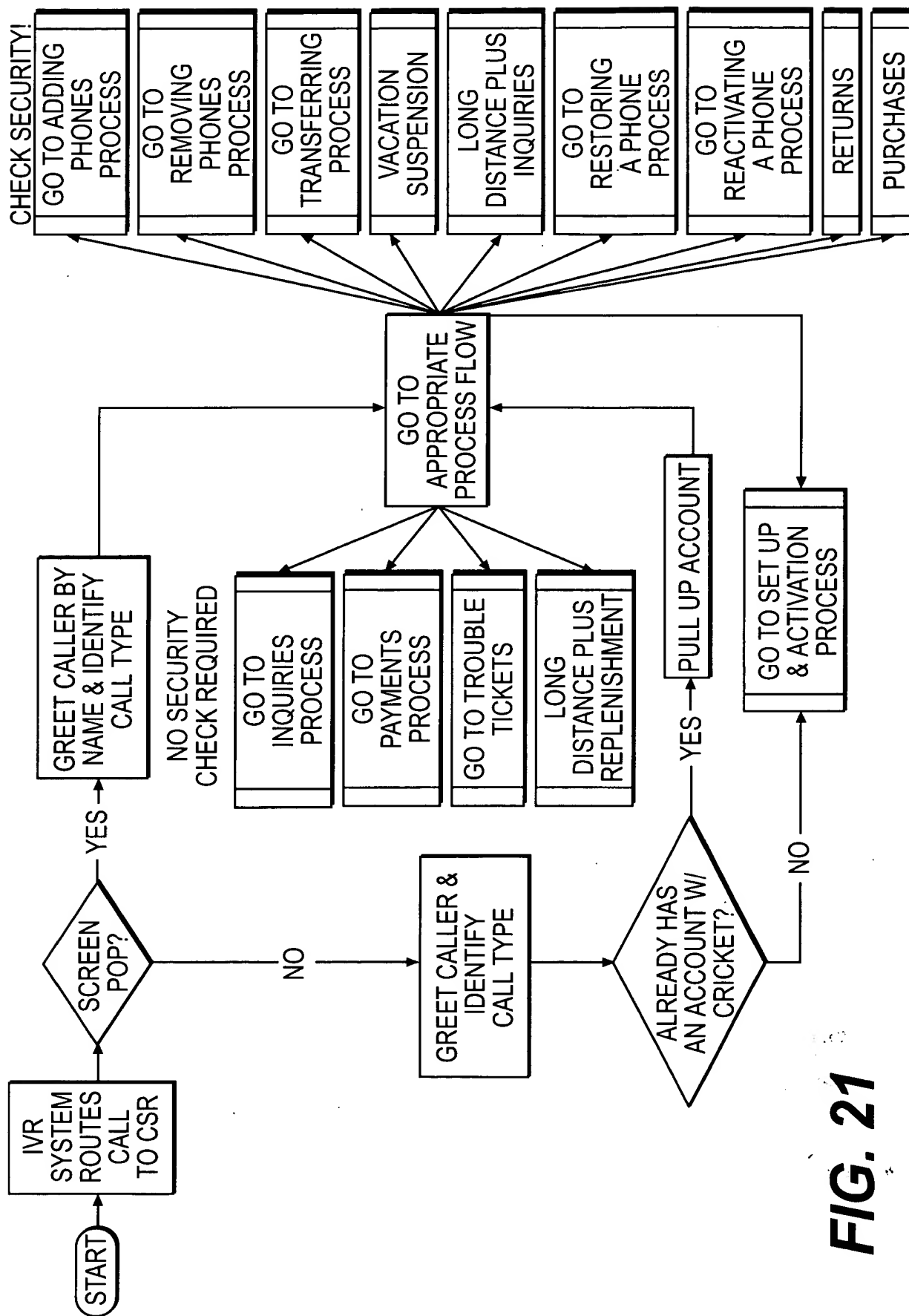
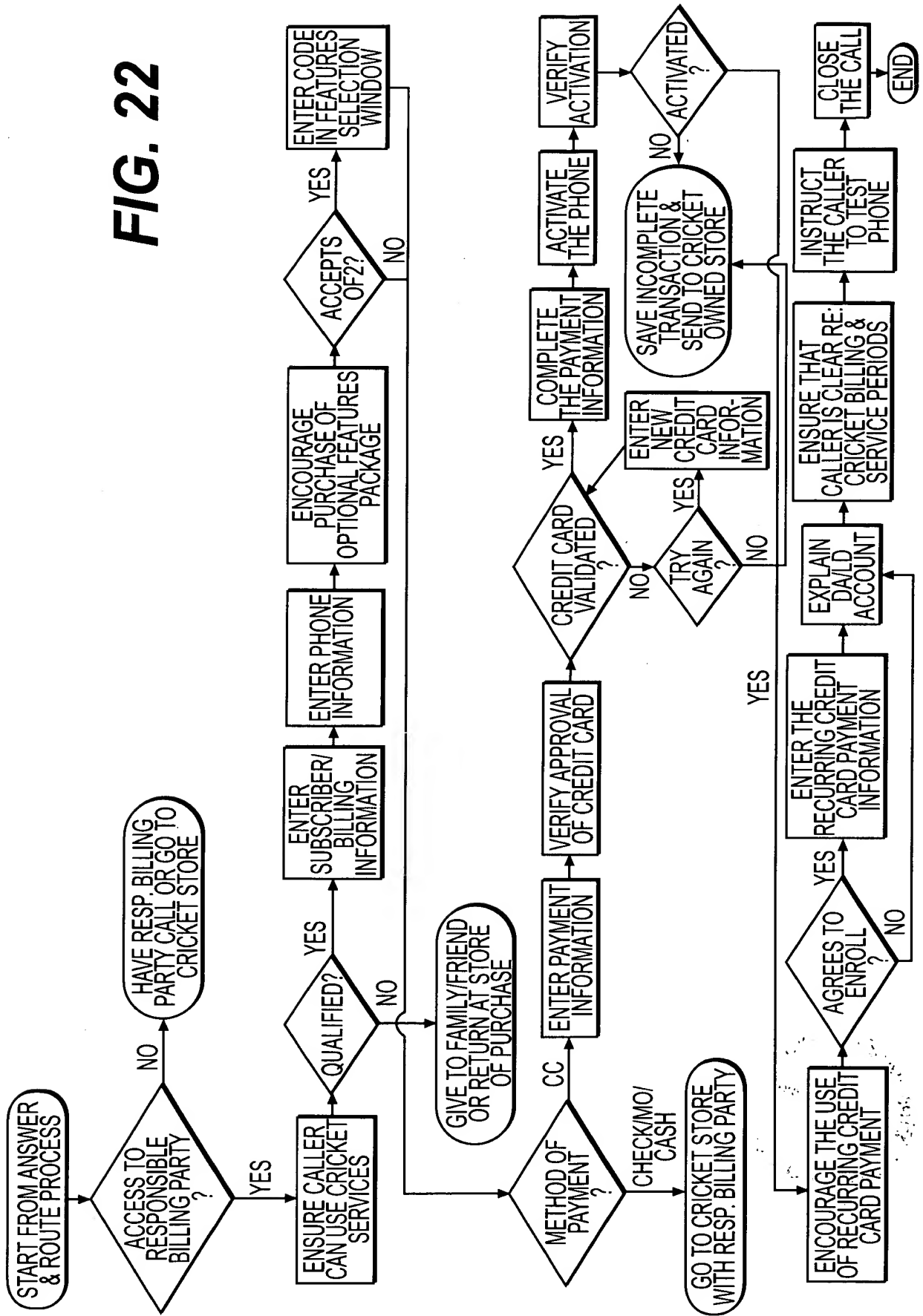


FIG. 21

FIG. 22



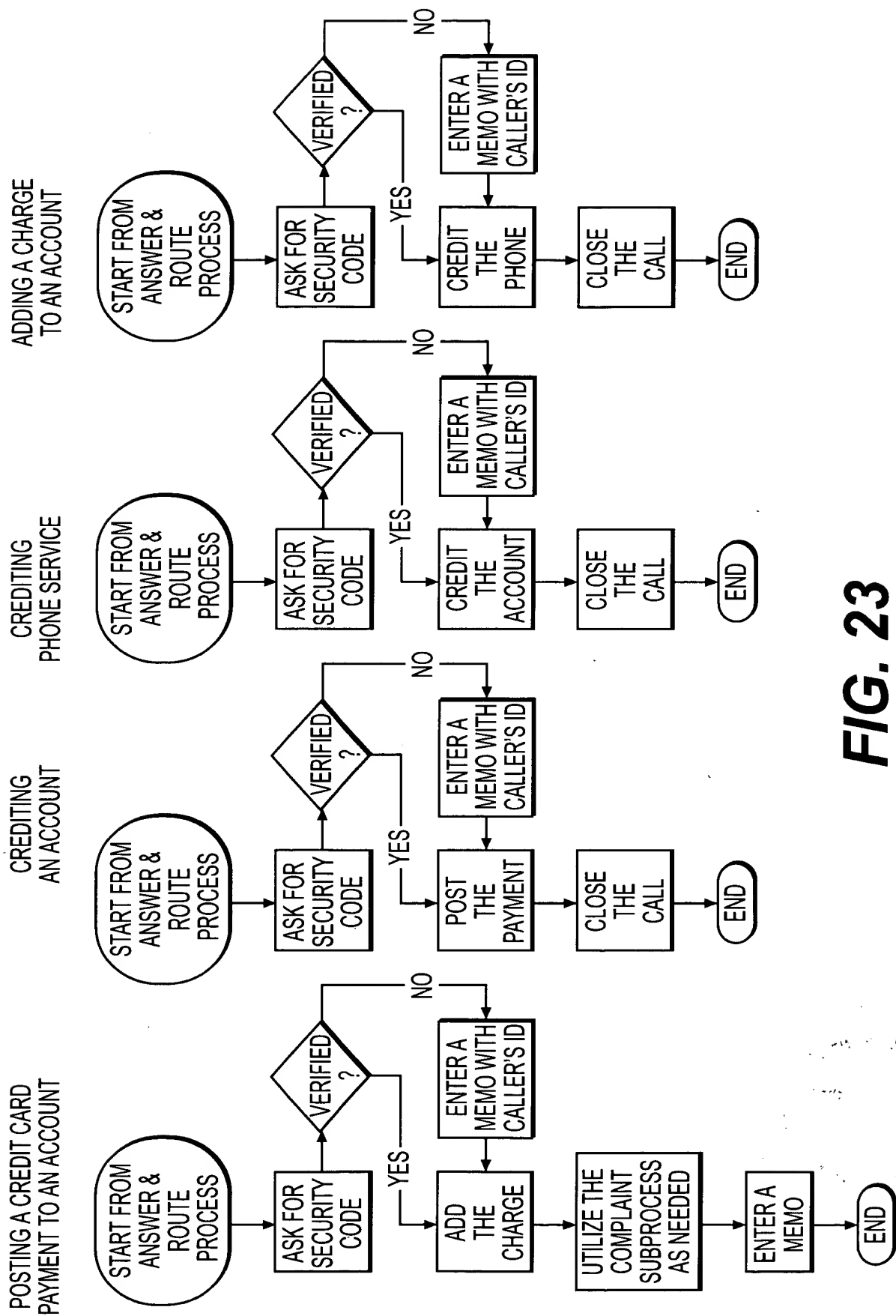


FIG. 23

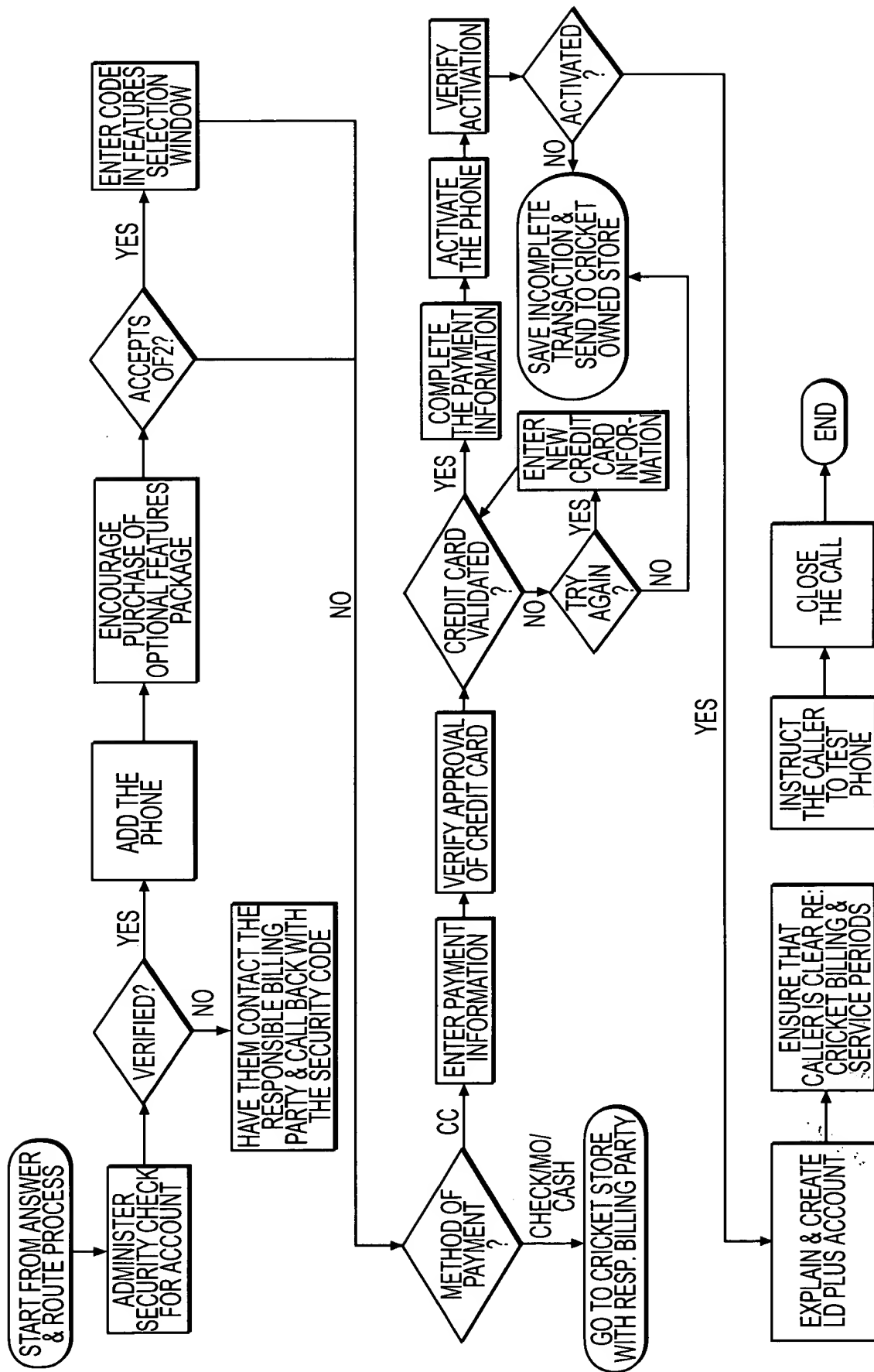


FIG. 24

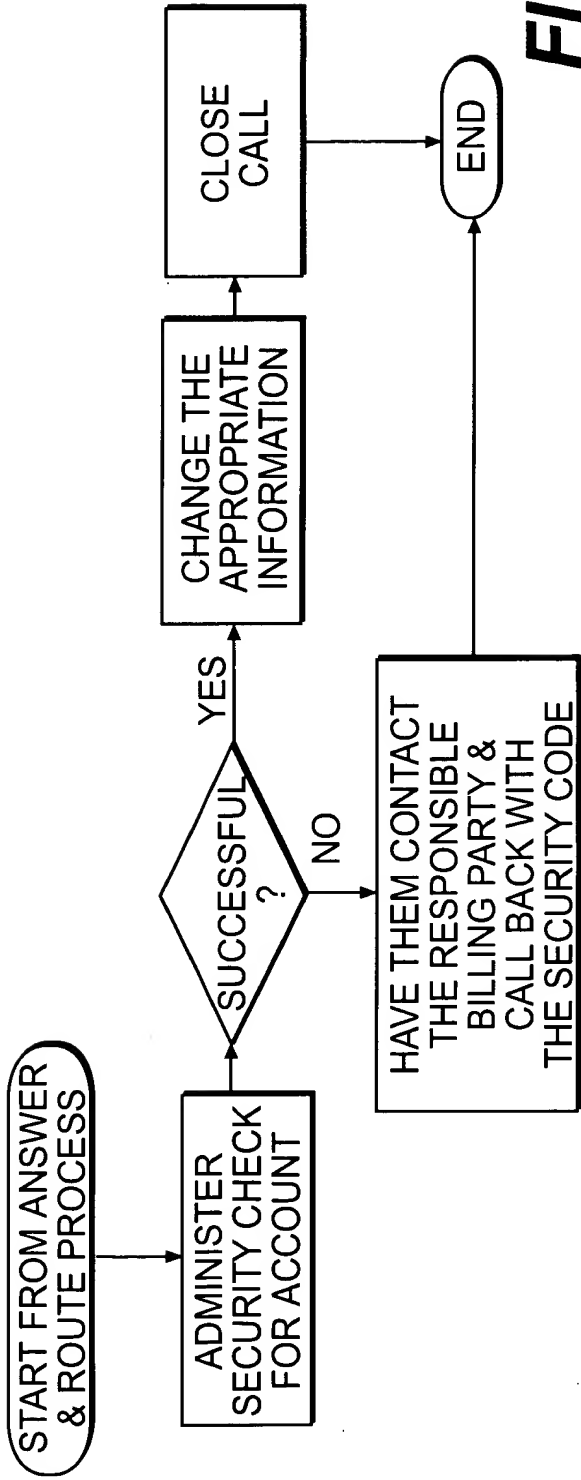


FIG. 25

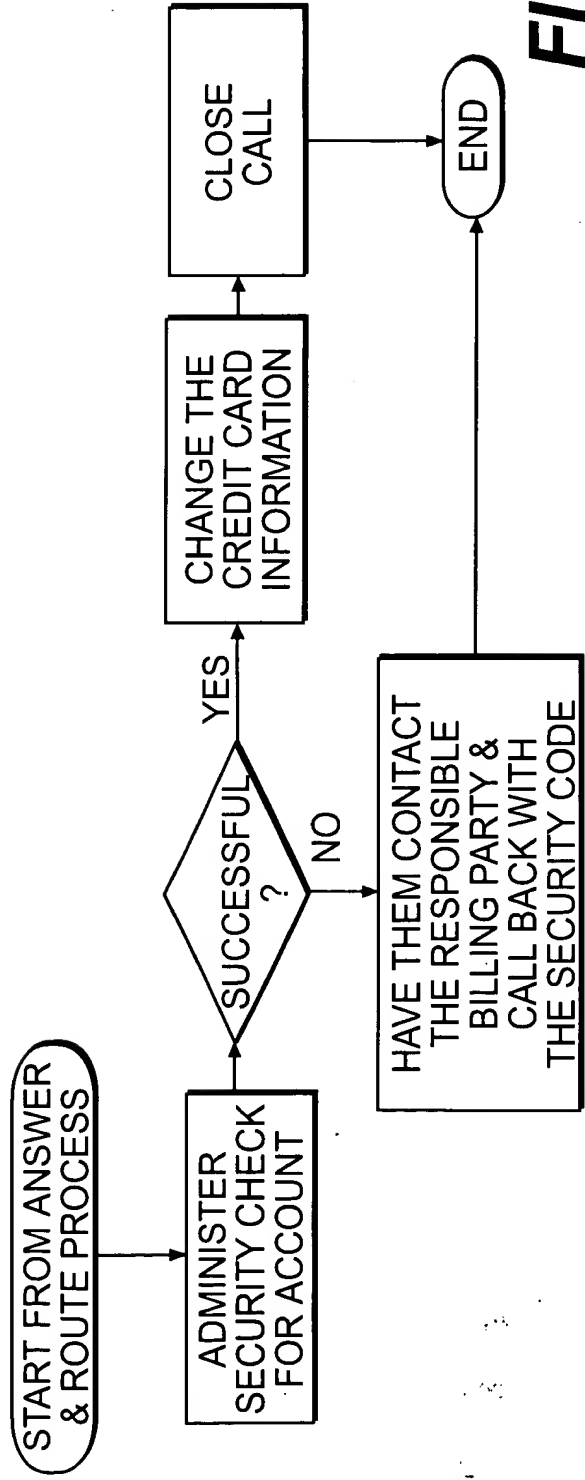


FIG. 27



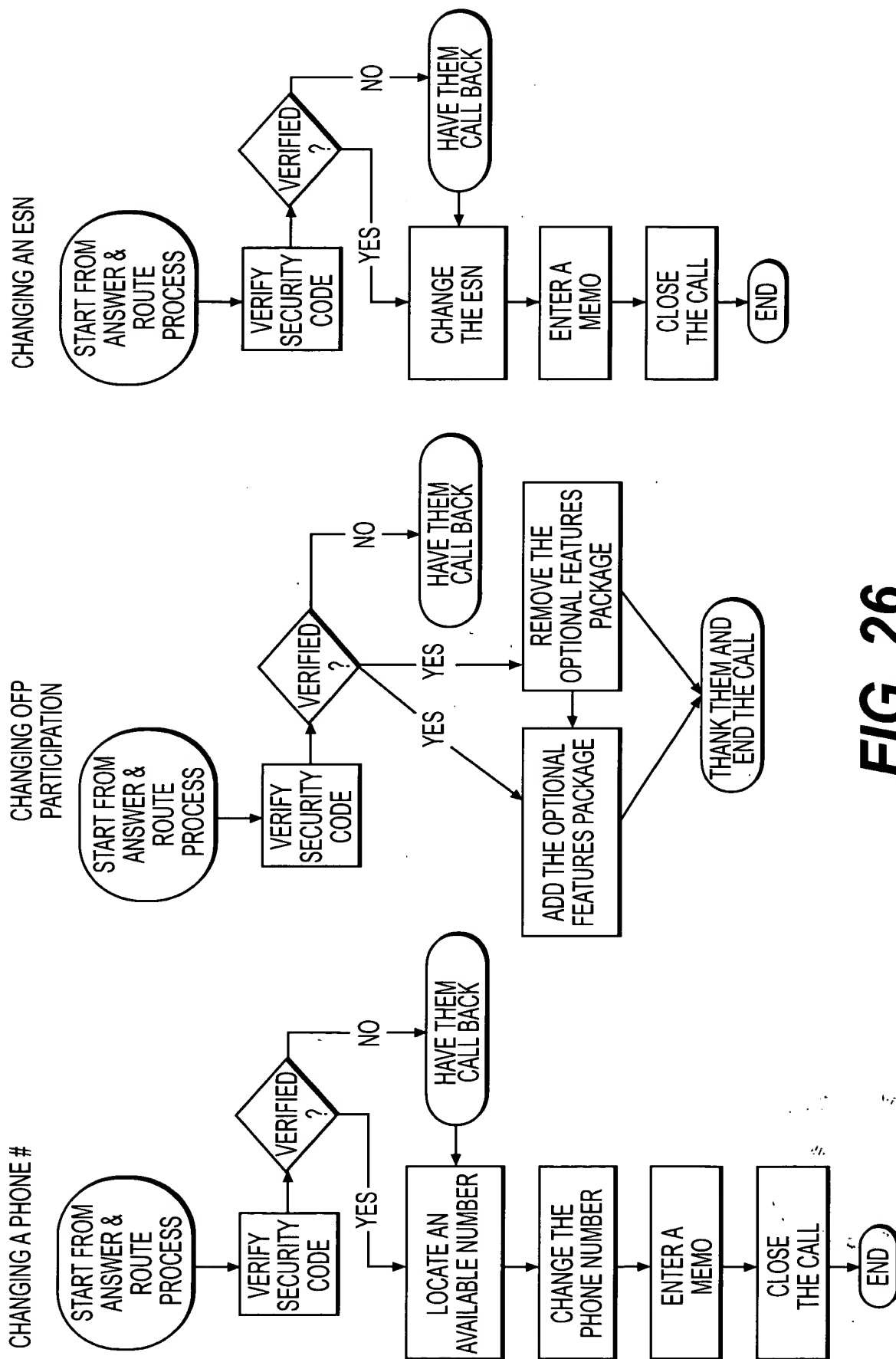


FIG. 26

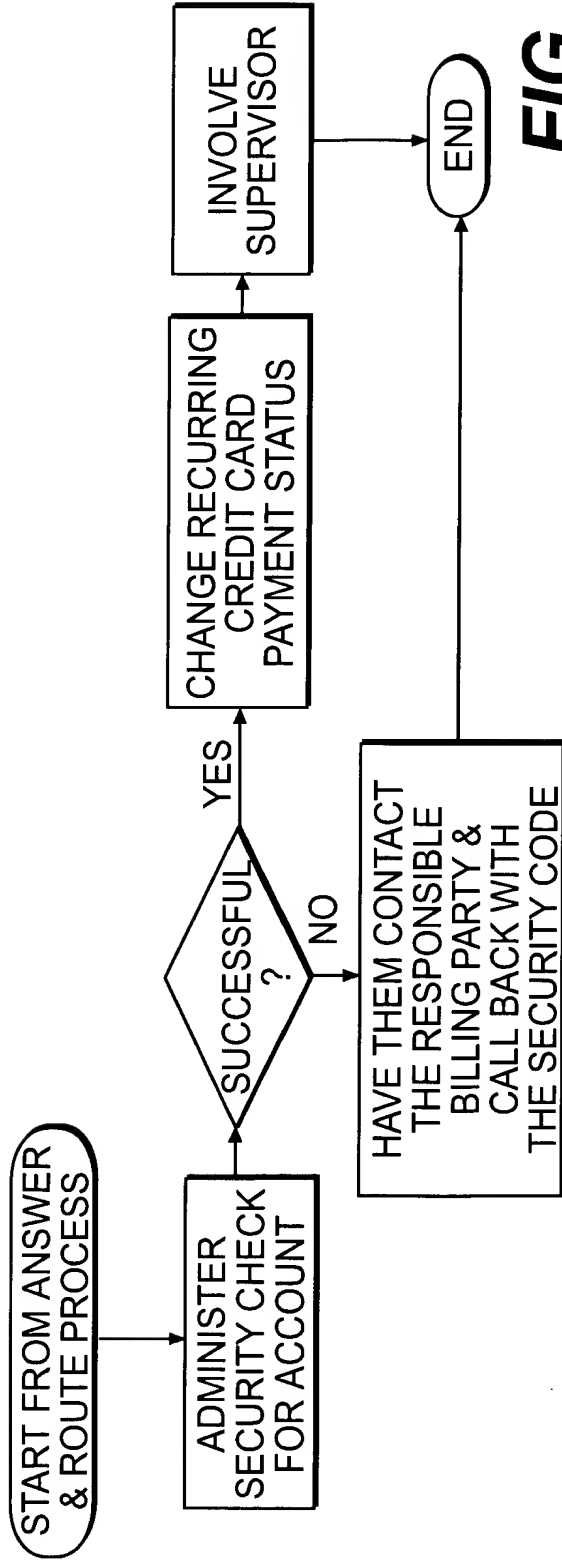


FIG. 28

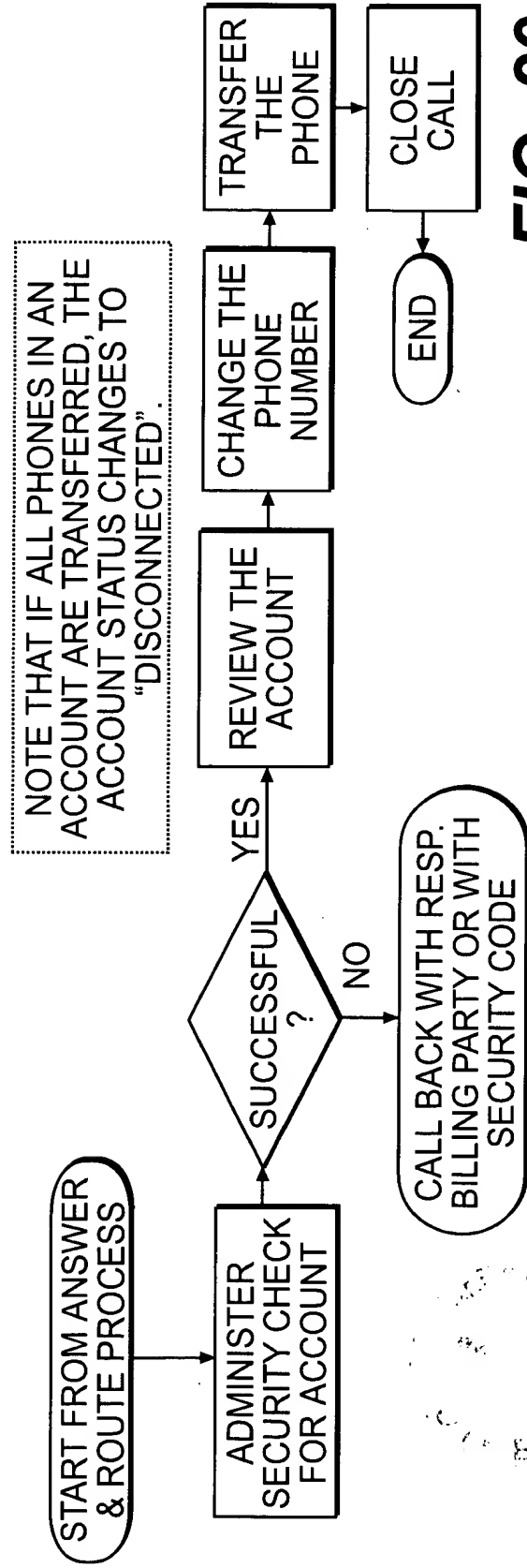


FIG. 29

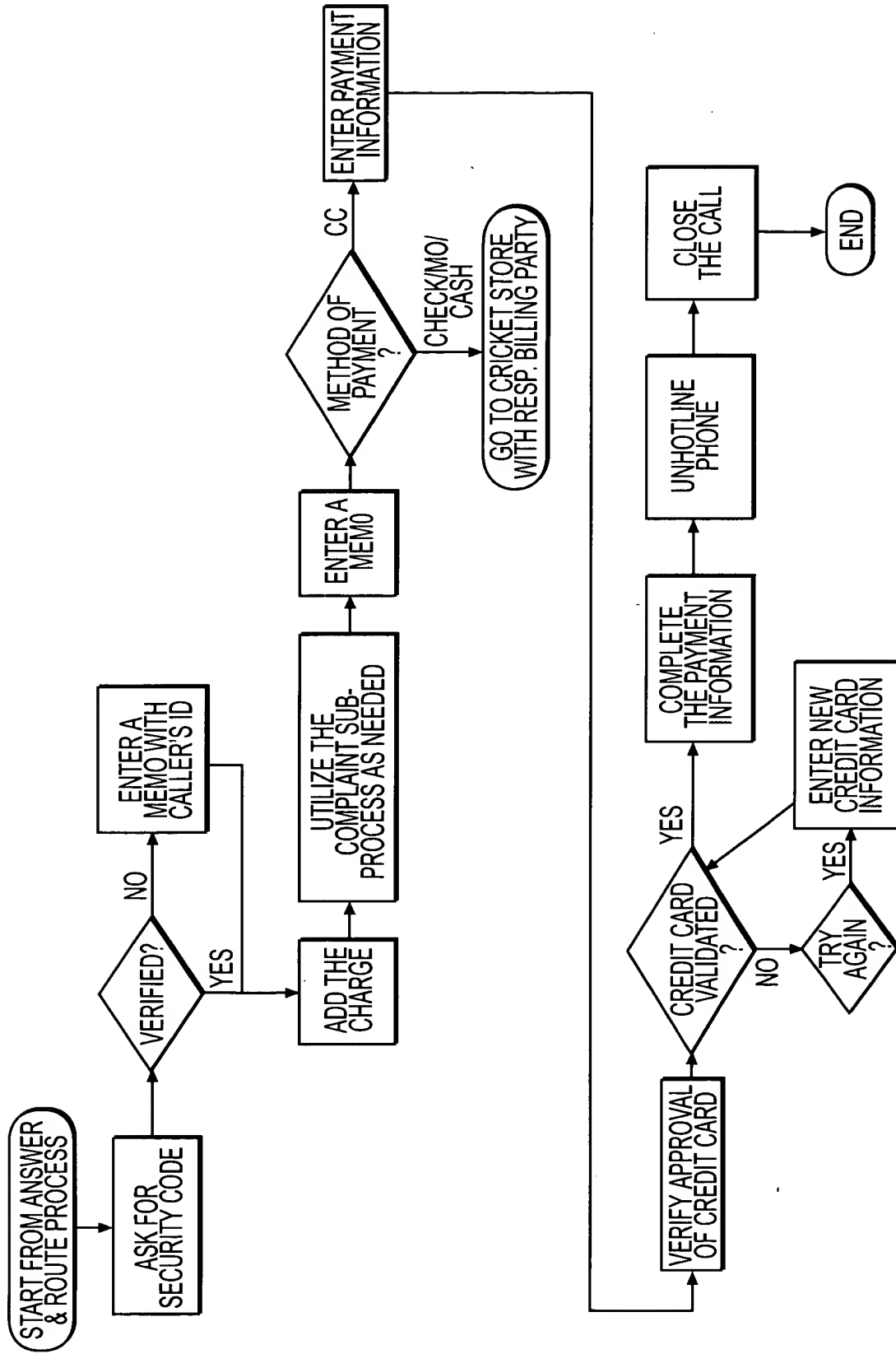
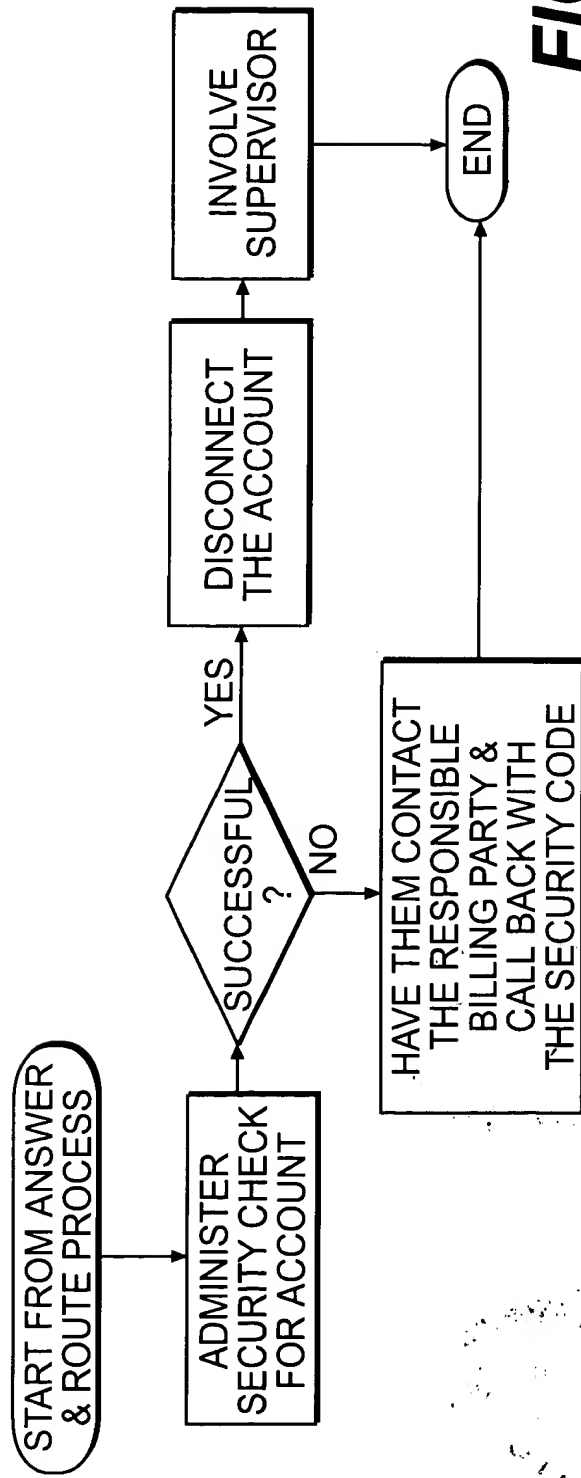
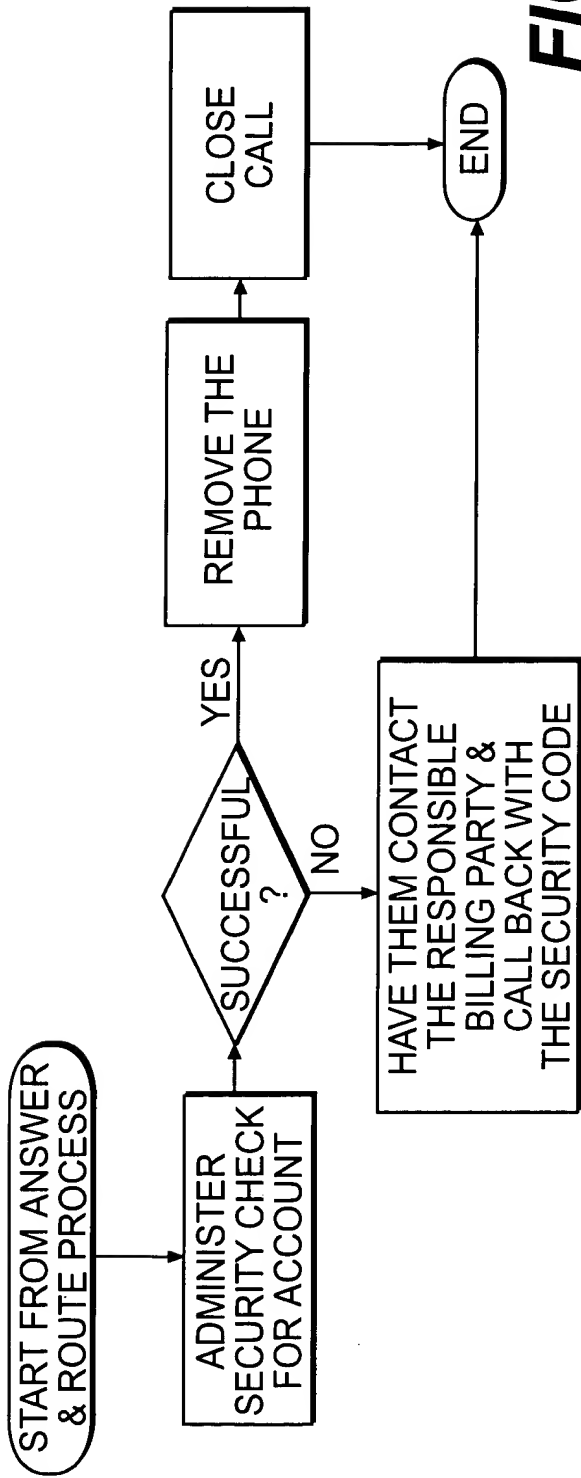


FIG. 30



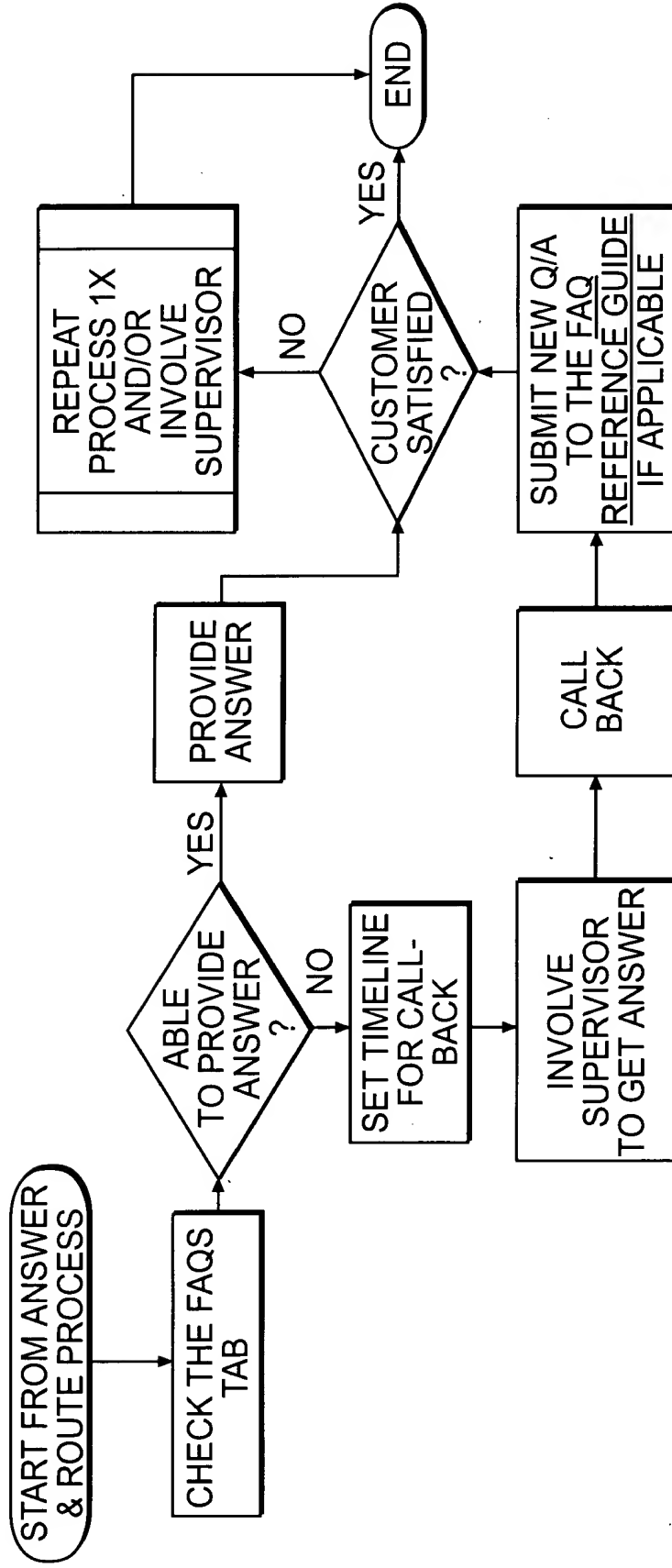


FIG. 33

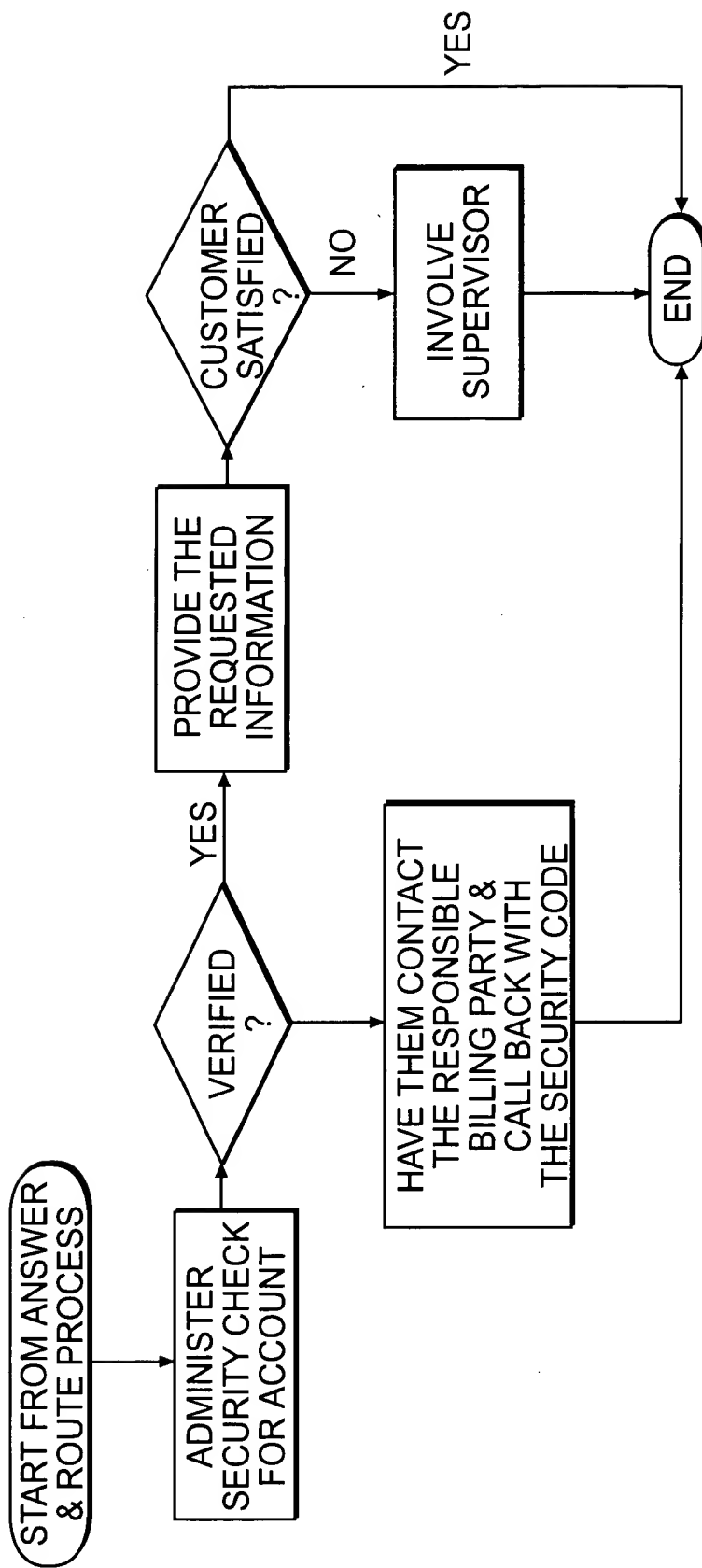


FIG. 34

**This Page is Inserted by IFW Indexing and Scanning  
Operations and is not part of the Official Record**

## **BEST AVAILABLE IMAGES**

Defective images within this document are accurate representations of the original documents submitted by the applicant.

Defects in the images include but are not limited to the items checked:

- ☐ **BLACK BORDERS**
- ☐ **IMAGE CUT OFF AT TOP, BOTTOM OR SIDES**
- ☐ **FADED TEXT OR DRAWING**
- ☒ **BLURRED OR ILLEGIBLE TEXT OR DRAWING**
- ☐ **SKEWED/SLANTED IMAGES**
- ☐ **COLOR OR BLACK AND WHITE PHOTOGRAPHS**
- ☐ **GRAY SCALE DOCUMENTS**
- ☐ **LINES OR MARKS ON ORIGINAL DOCUMENT**
- ☐ **REFERENCE(S) OR EXHIBIT(S) SUBMITTED ARE POOR QUALITY**
- ☐ **OTHER: \_\_\_\_\_**

**IMAGES ARE BEST AVAILABLE COPY.**

**As rescanning these documents will not correct the image problems checked, please do not report these problems to the IFW Image Problem Mailbox.**